

FIG. 1A

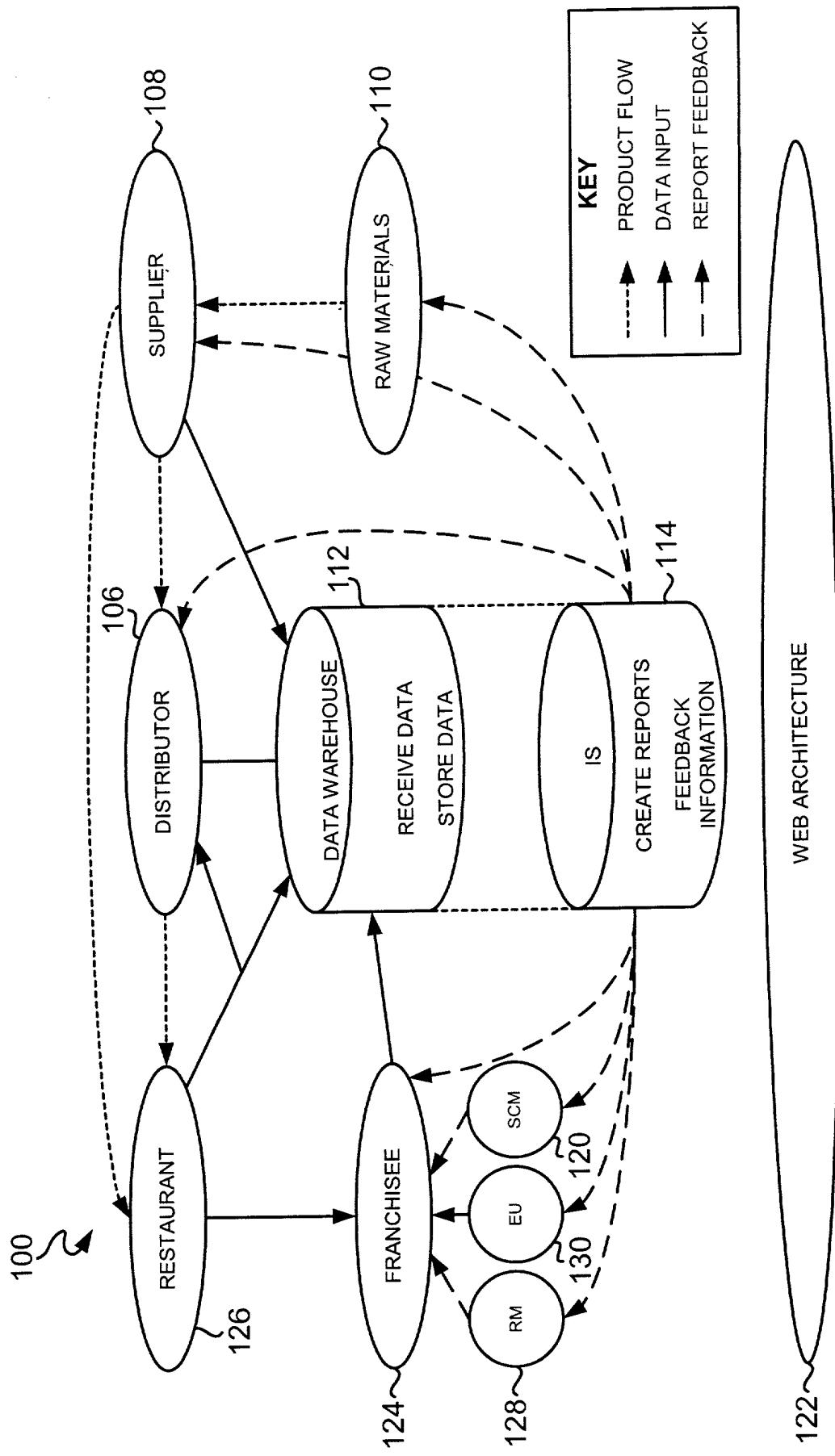


FIG. 1B

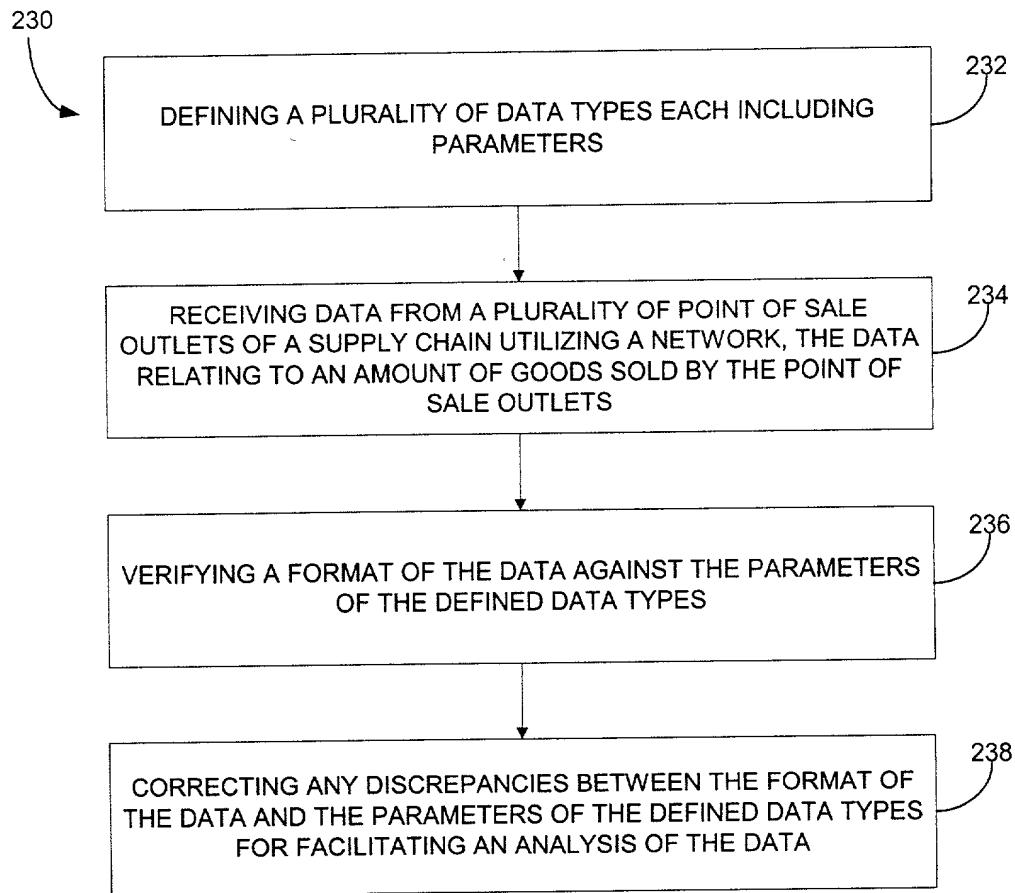


FIG. 2

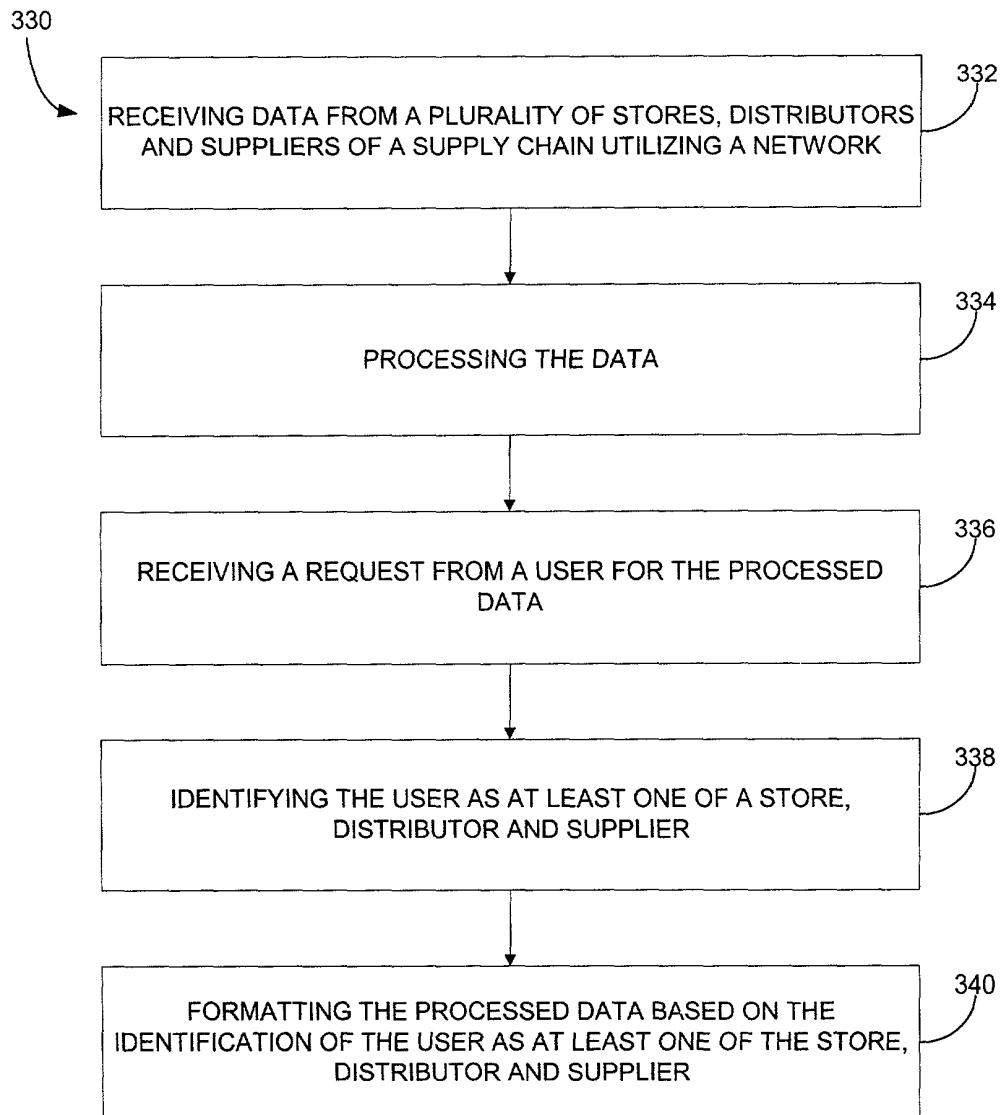


FIG. 3

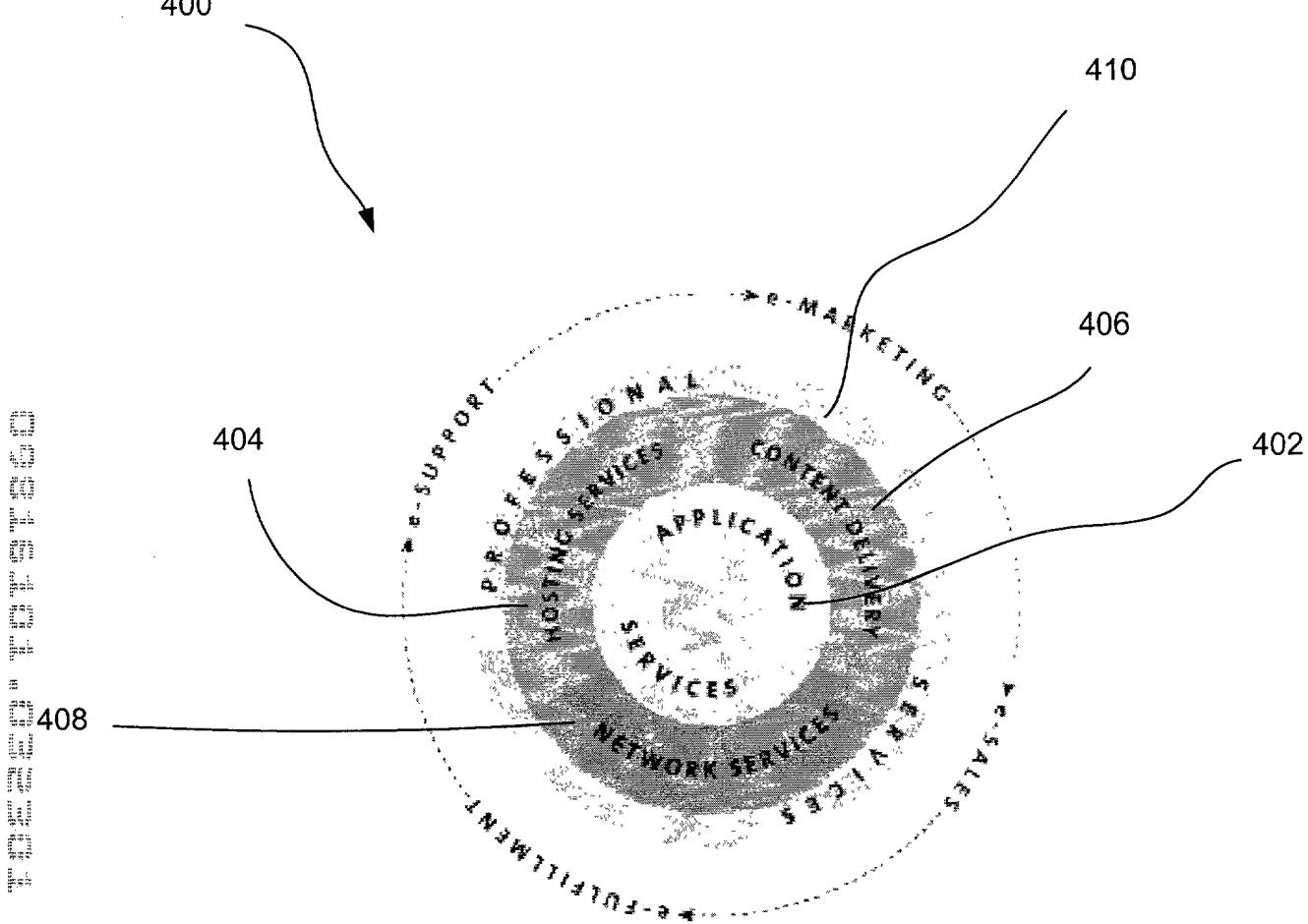


Fig. 4

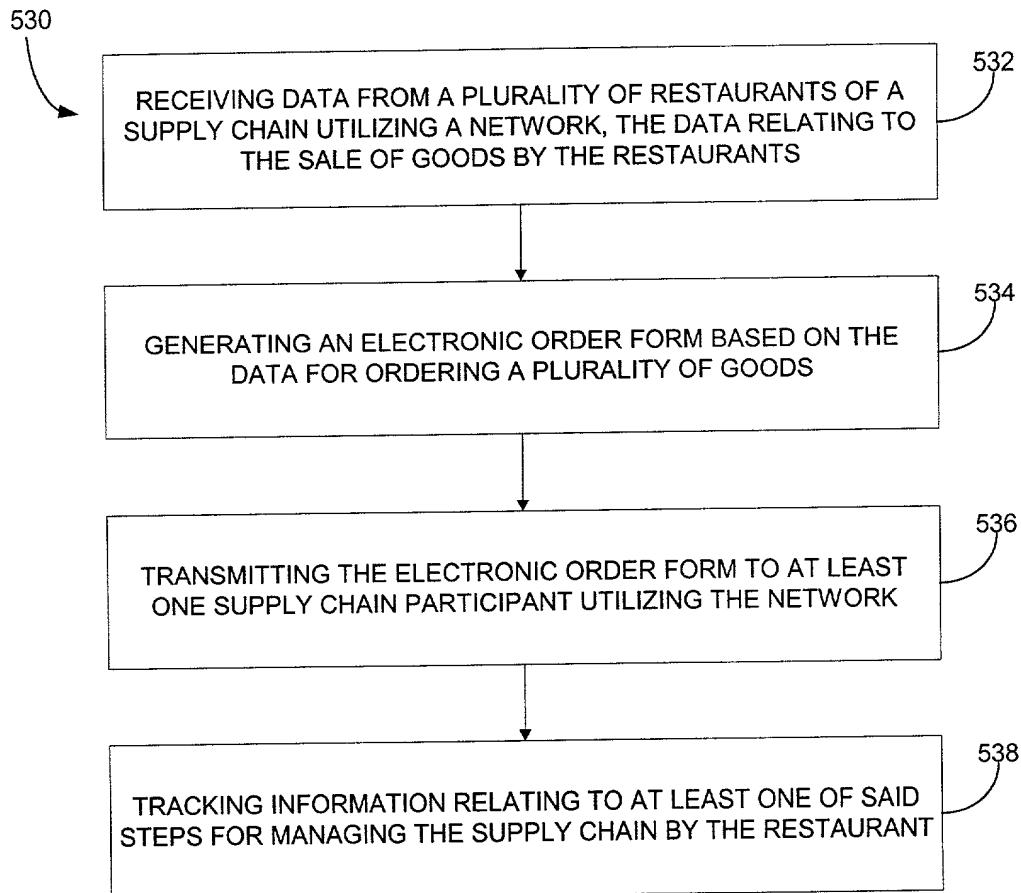


FIG. 5

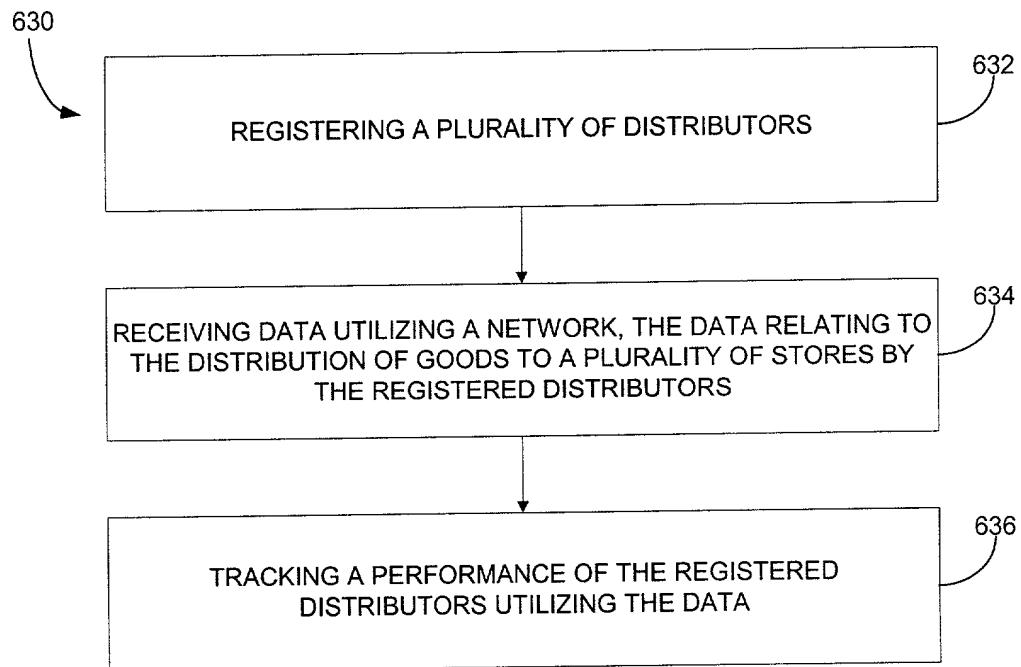


FIG. 6

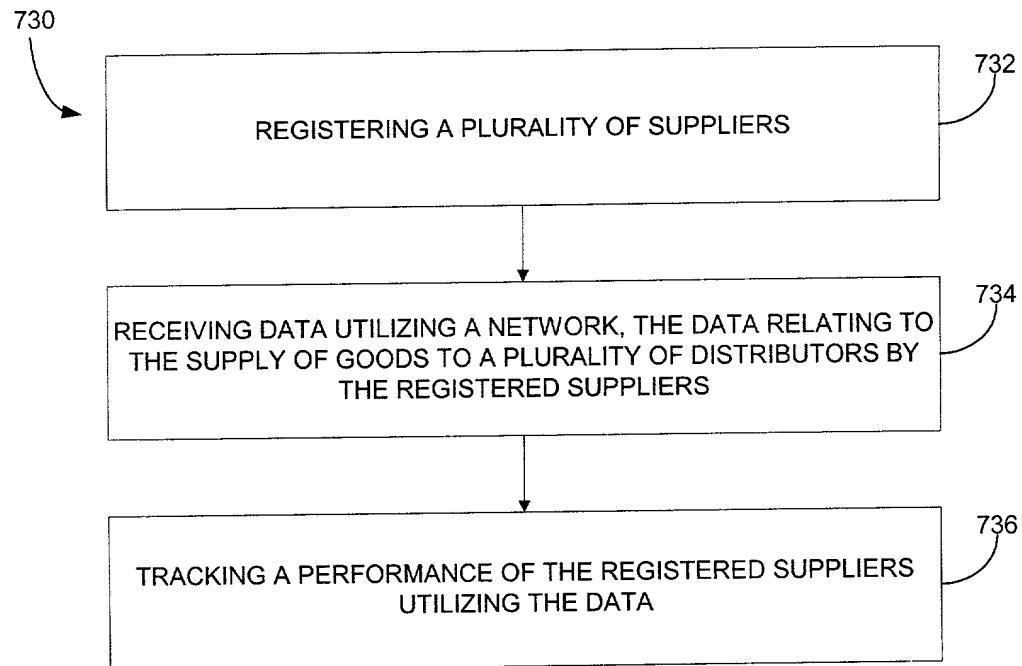


FIG. 7

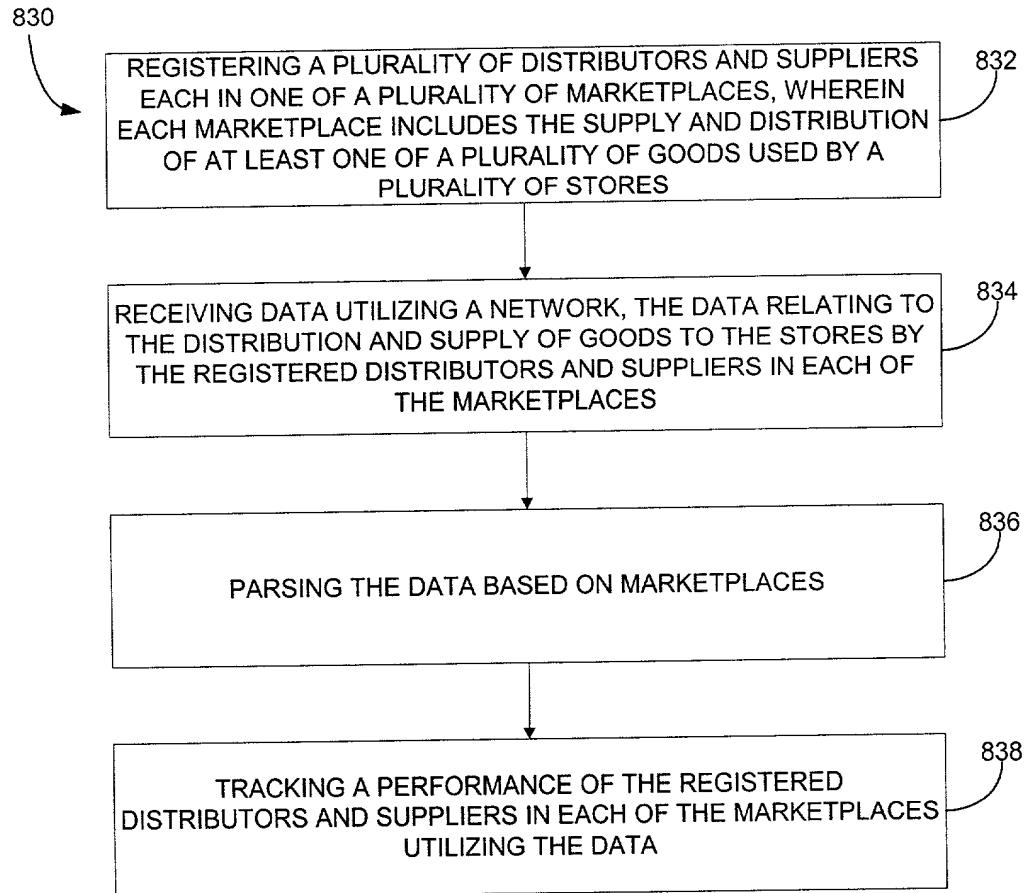


FIG. 8

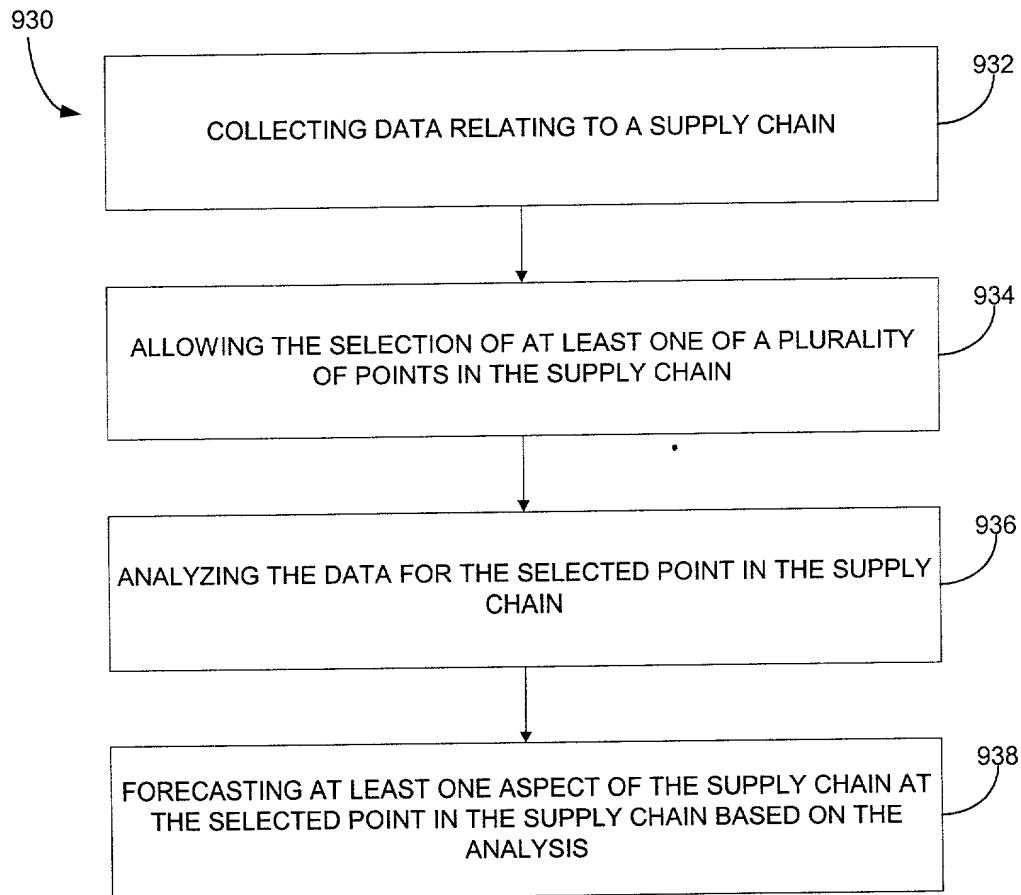


FIG. 9

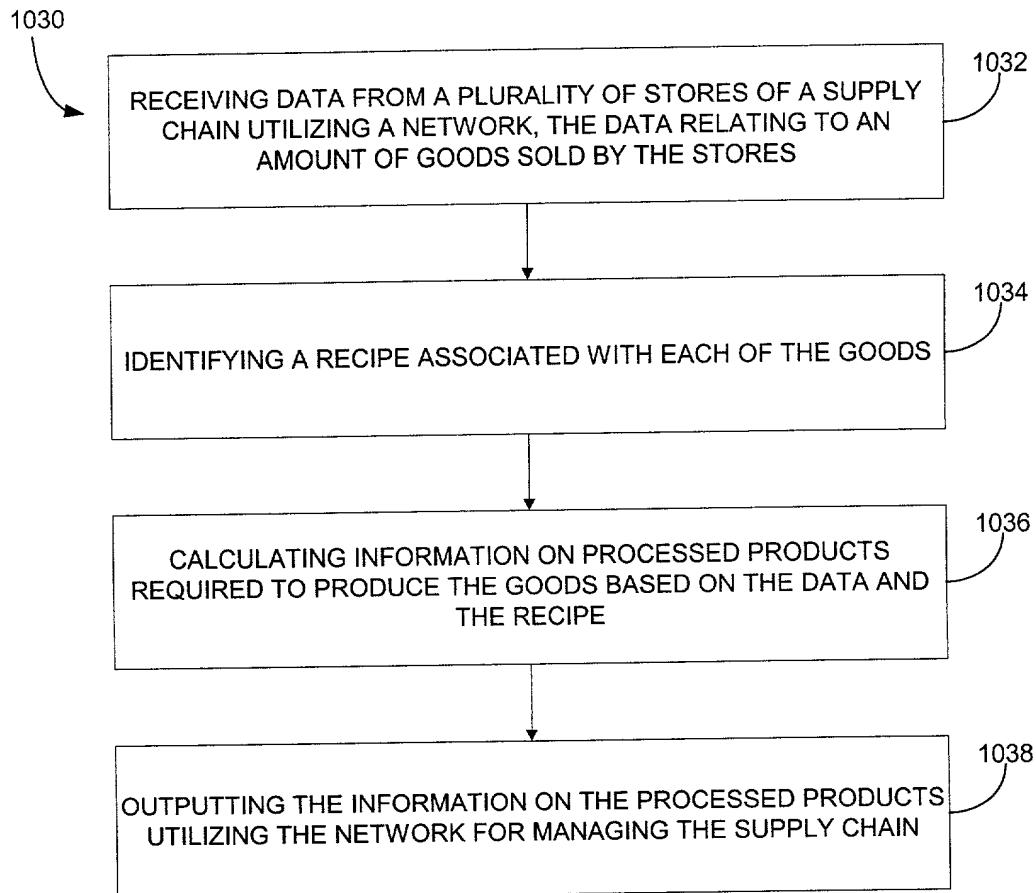


FIG. 10

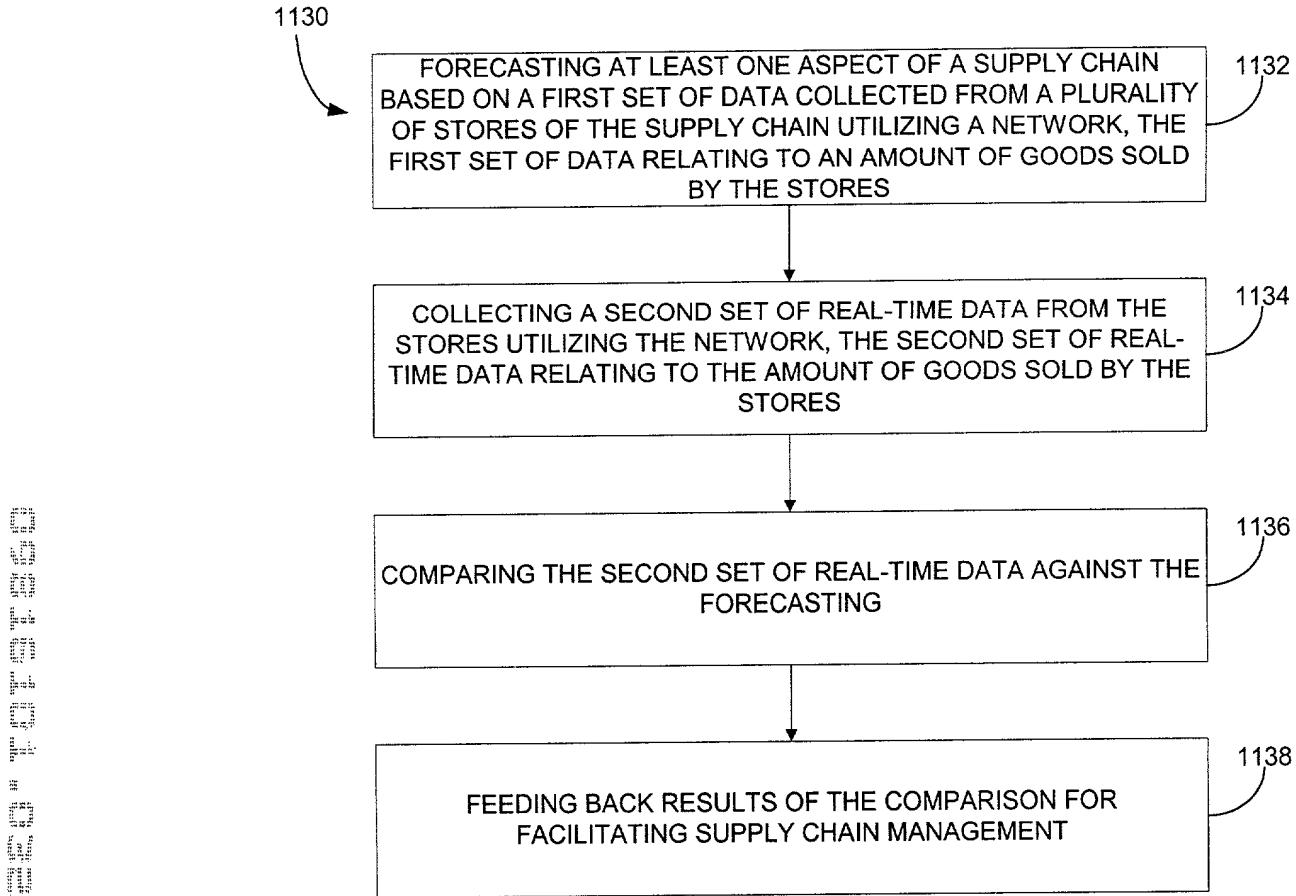


FIG. 11

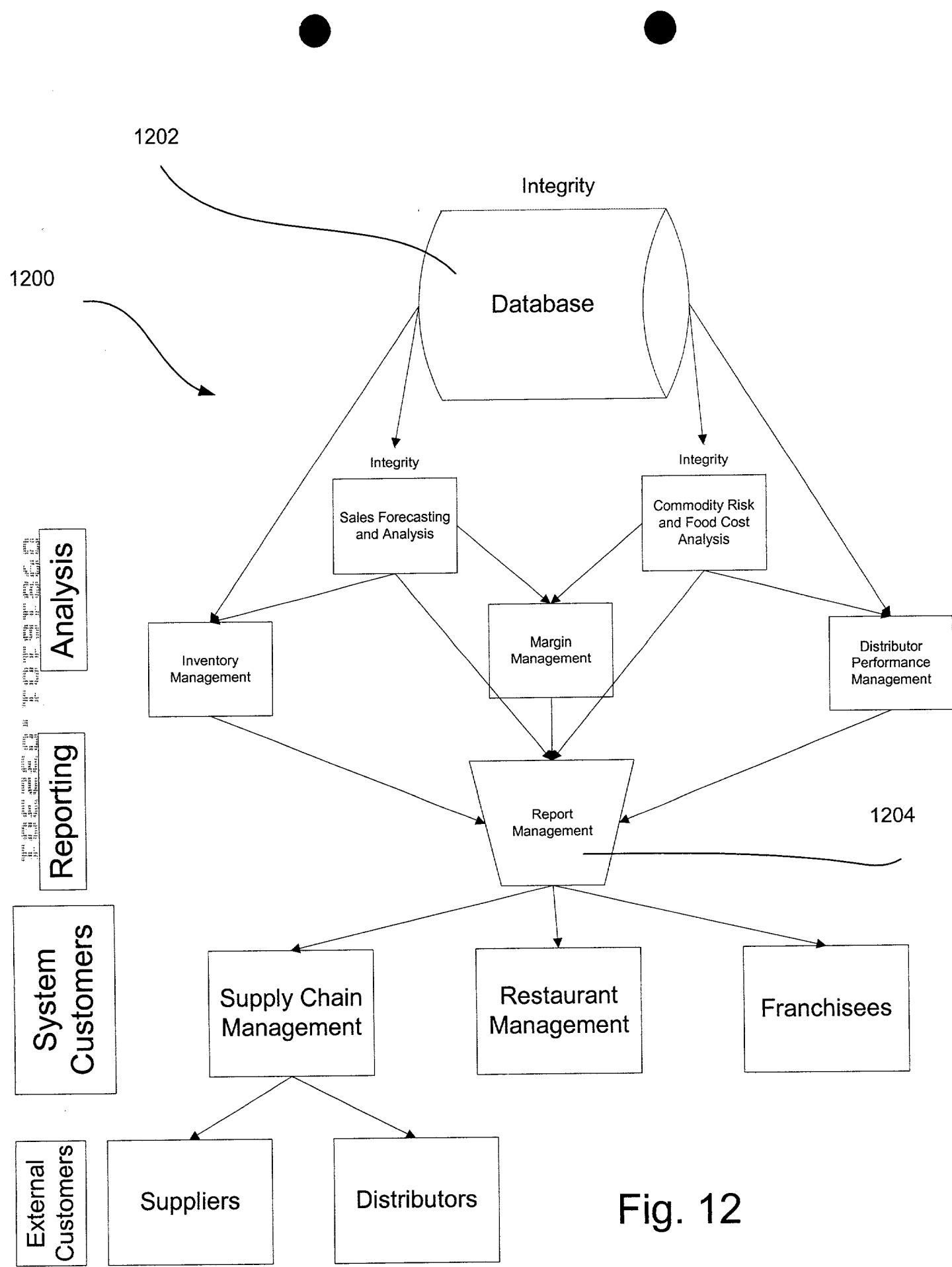


Fig. 12

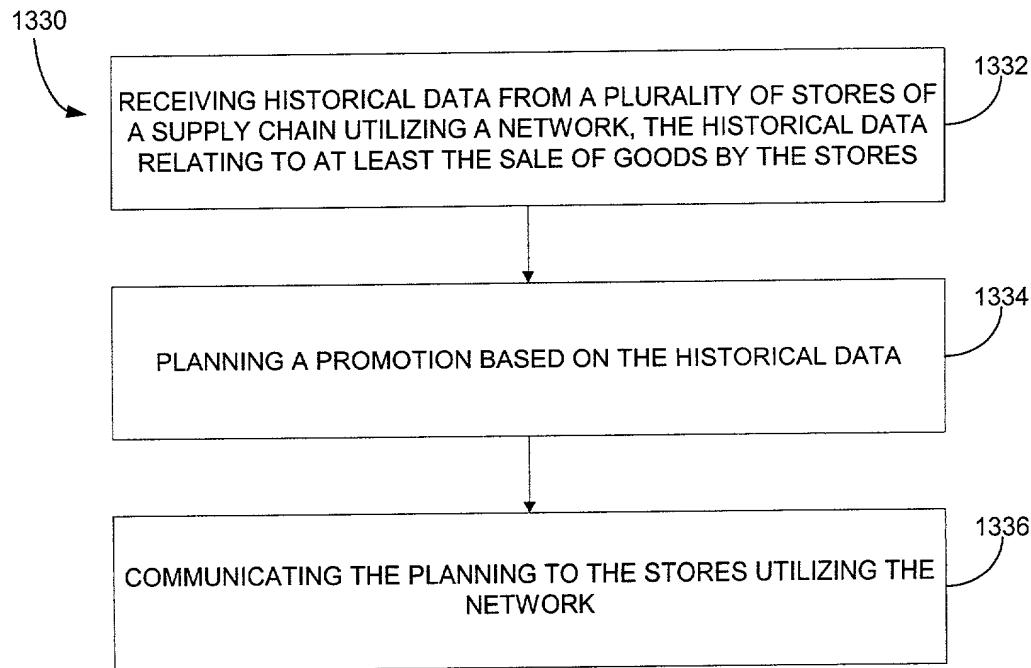


FIG. 13

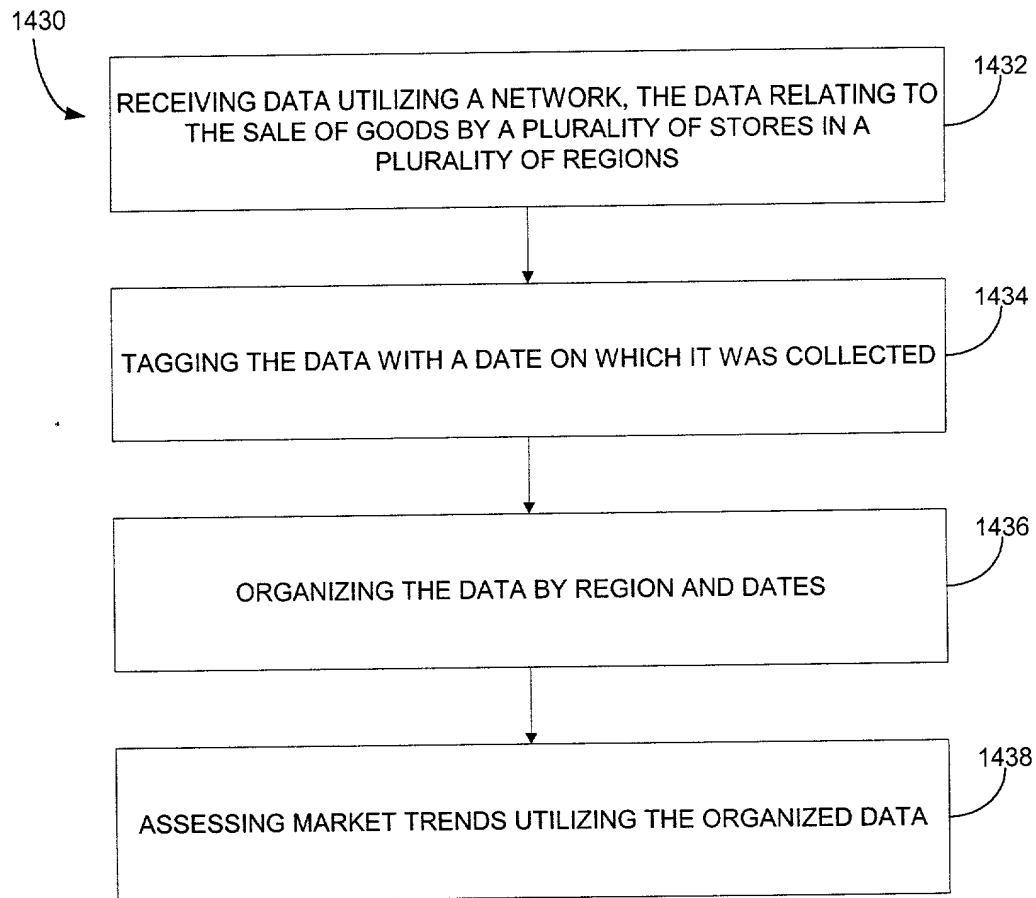


FIG. 14

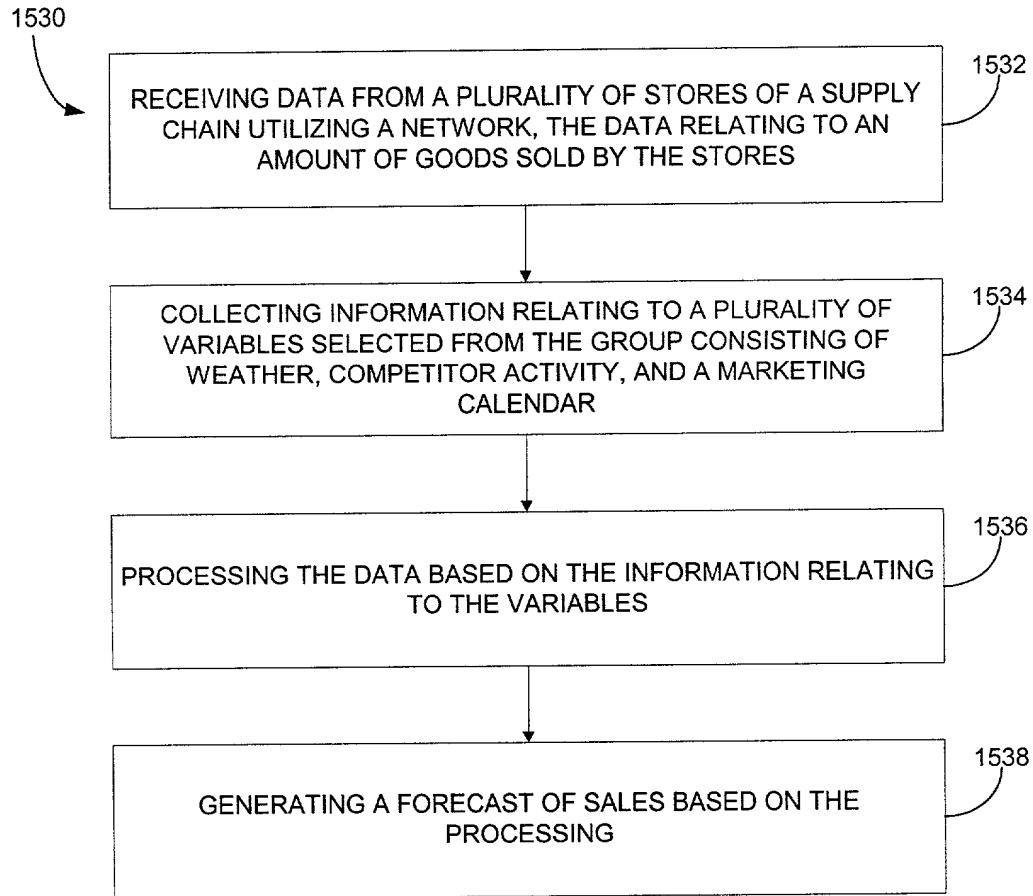


FIG. 15

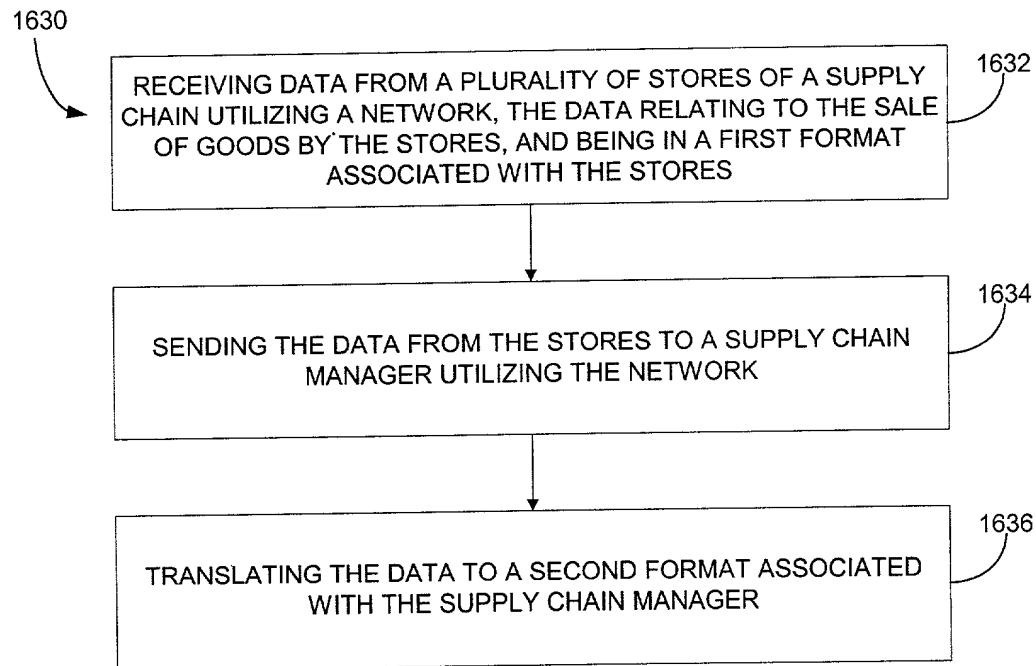


FIG. 16

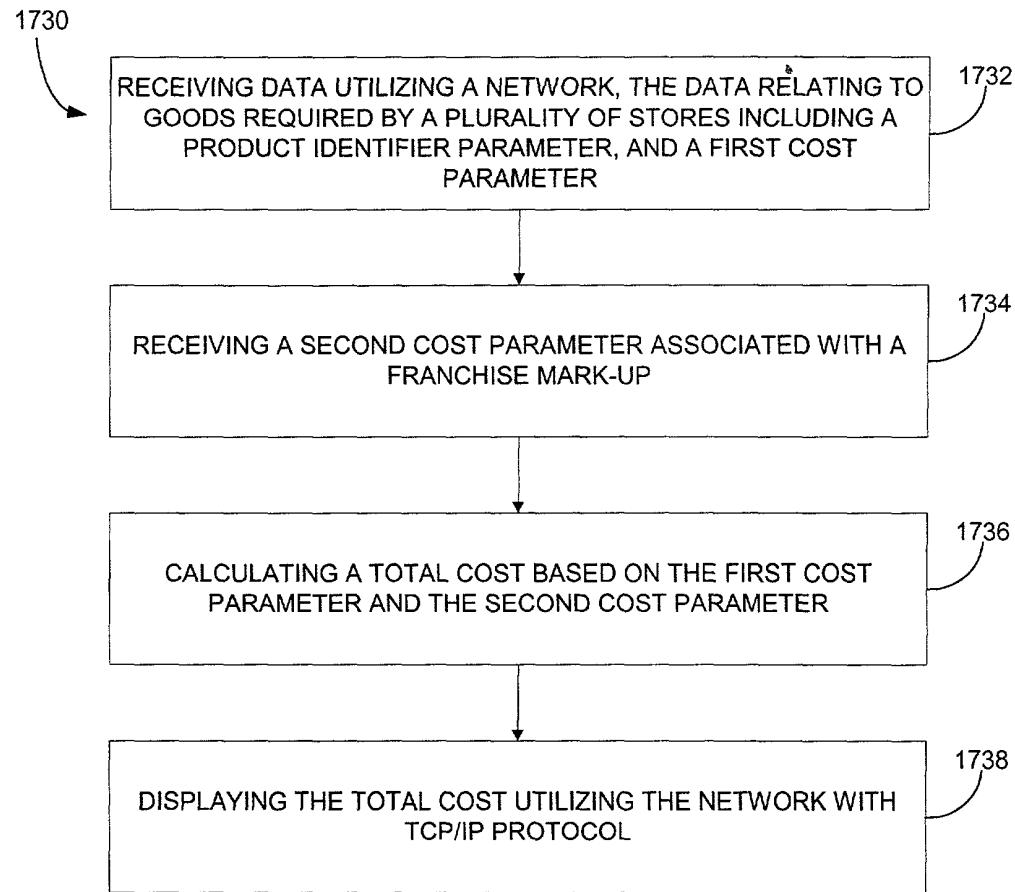


FIG. 17

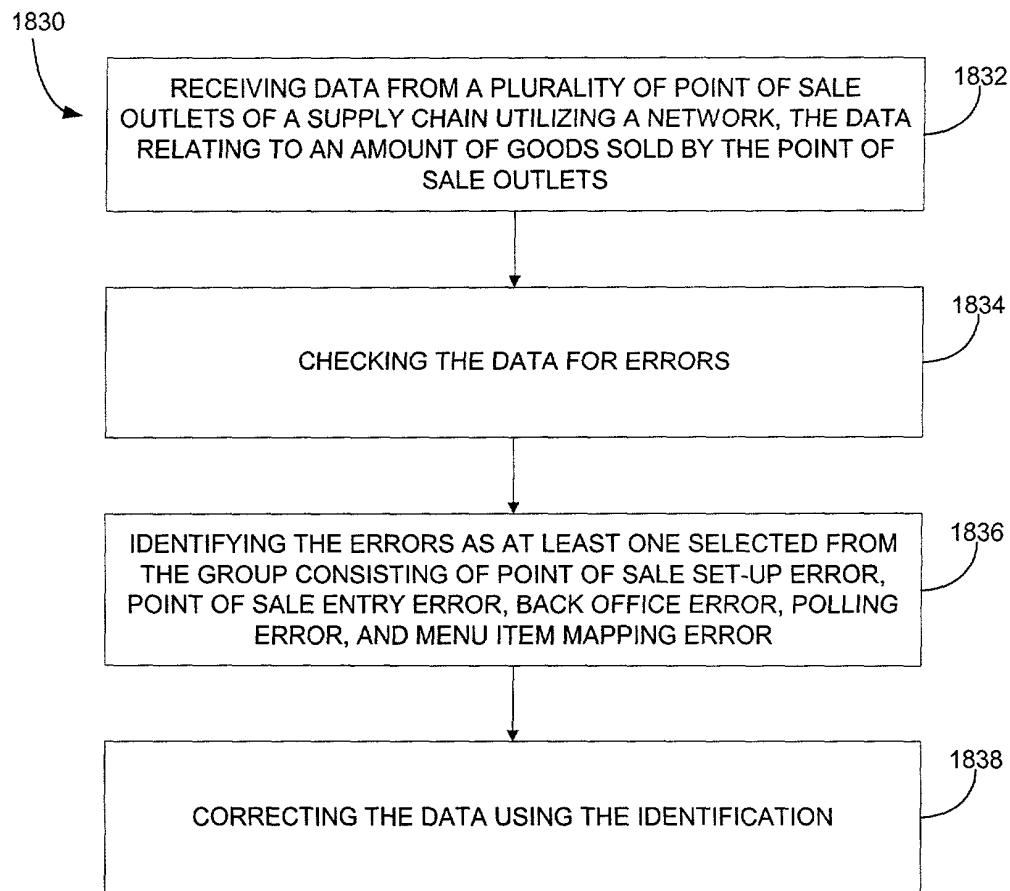


FIG. 18

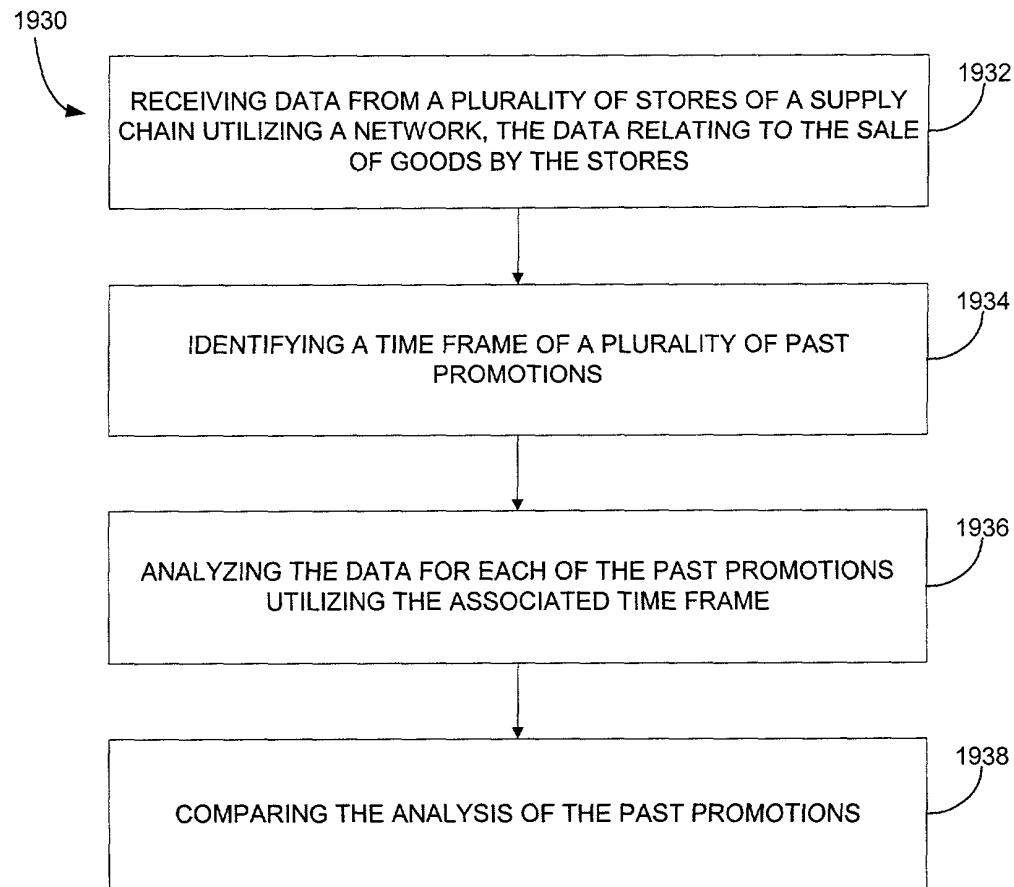


FIG. 19

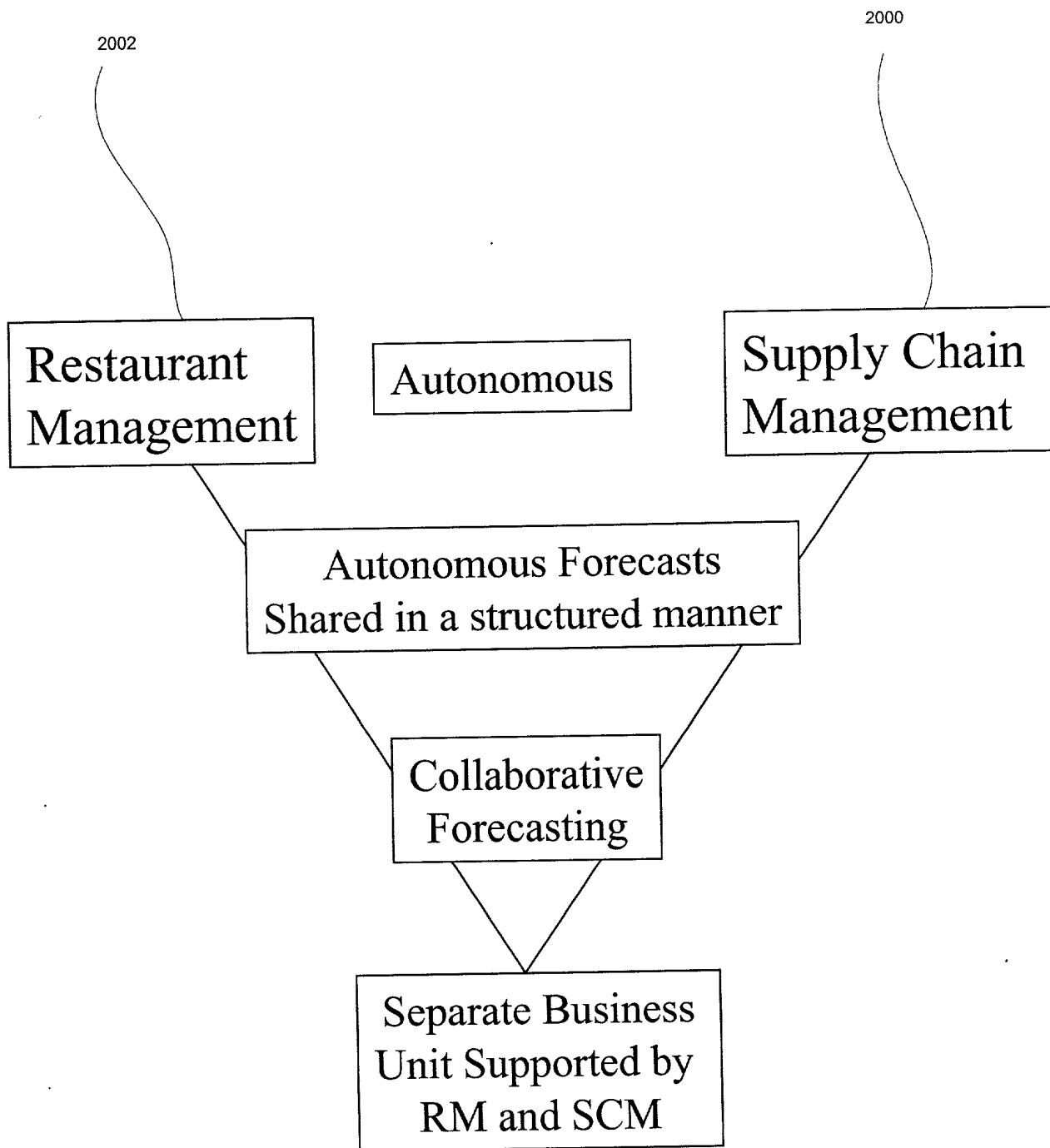


Fig. 20

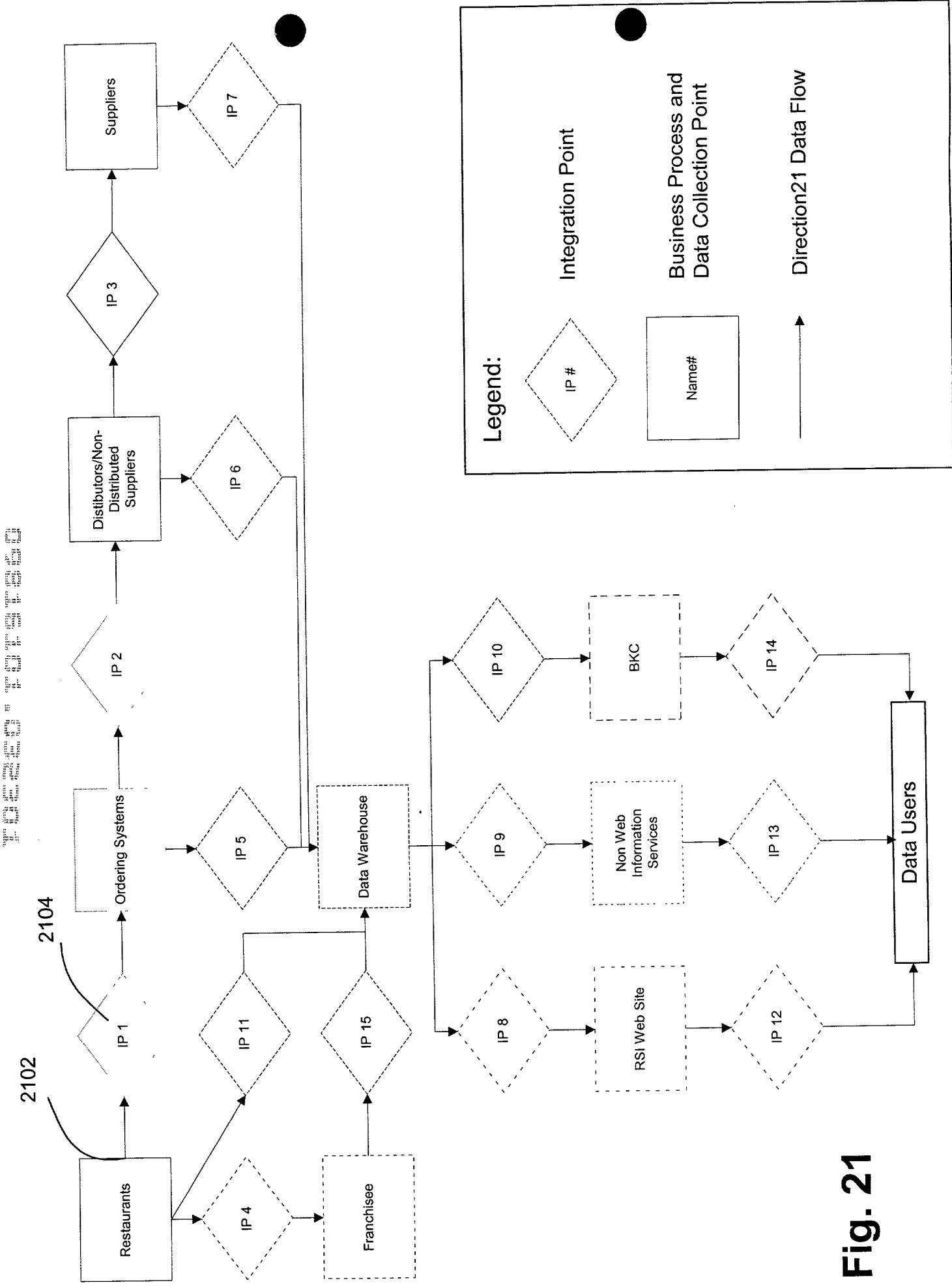


Fig. 21

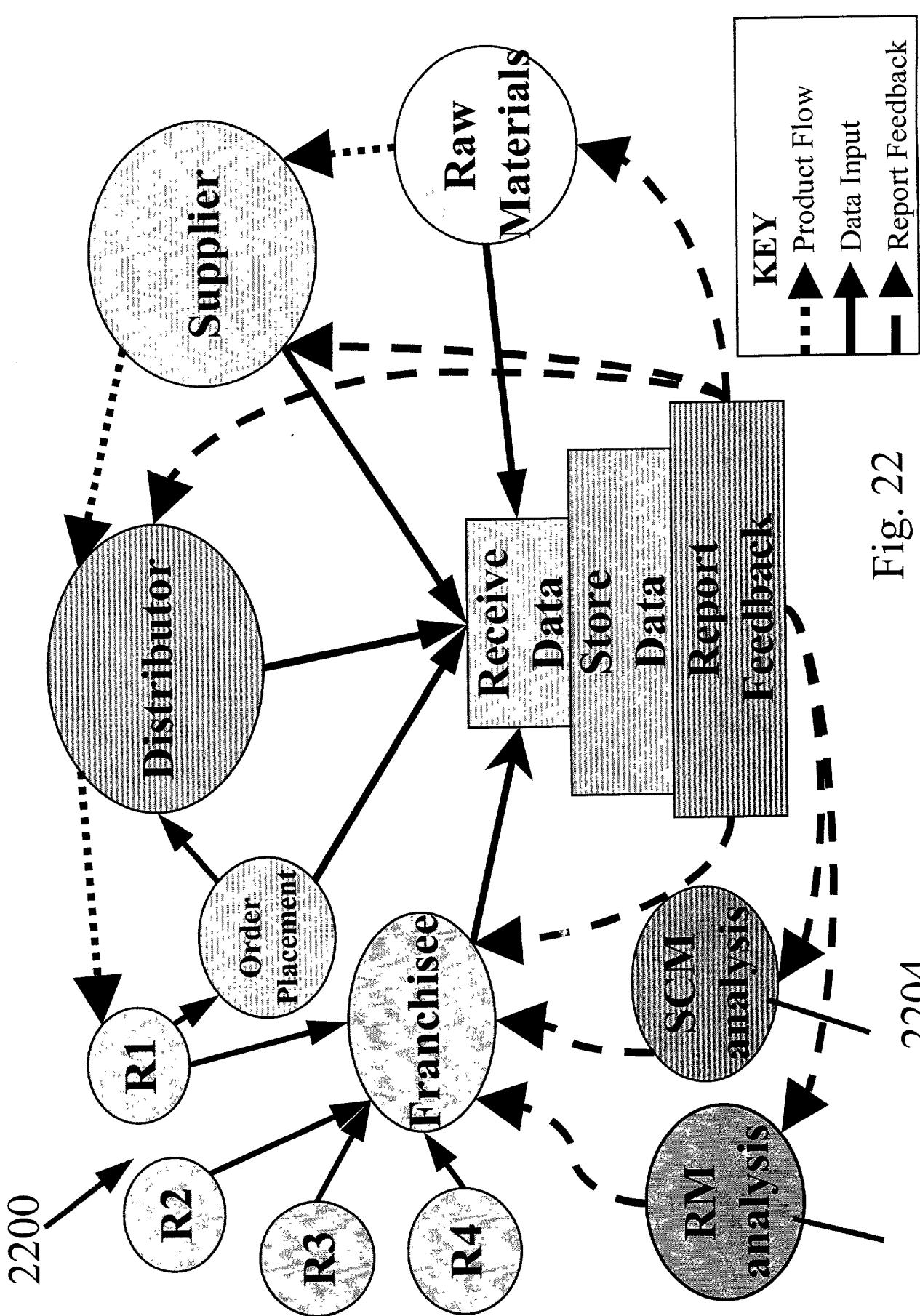


Fig. 22

2204

2202

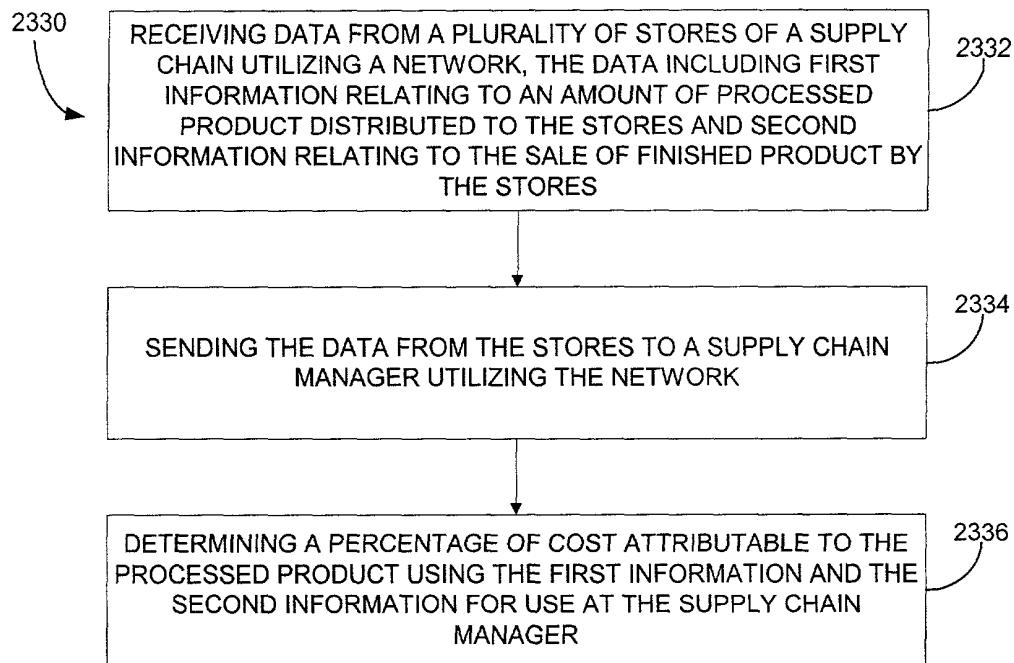


FIG. 23

FIG. 24

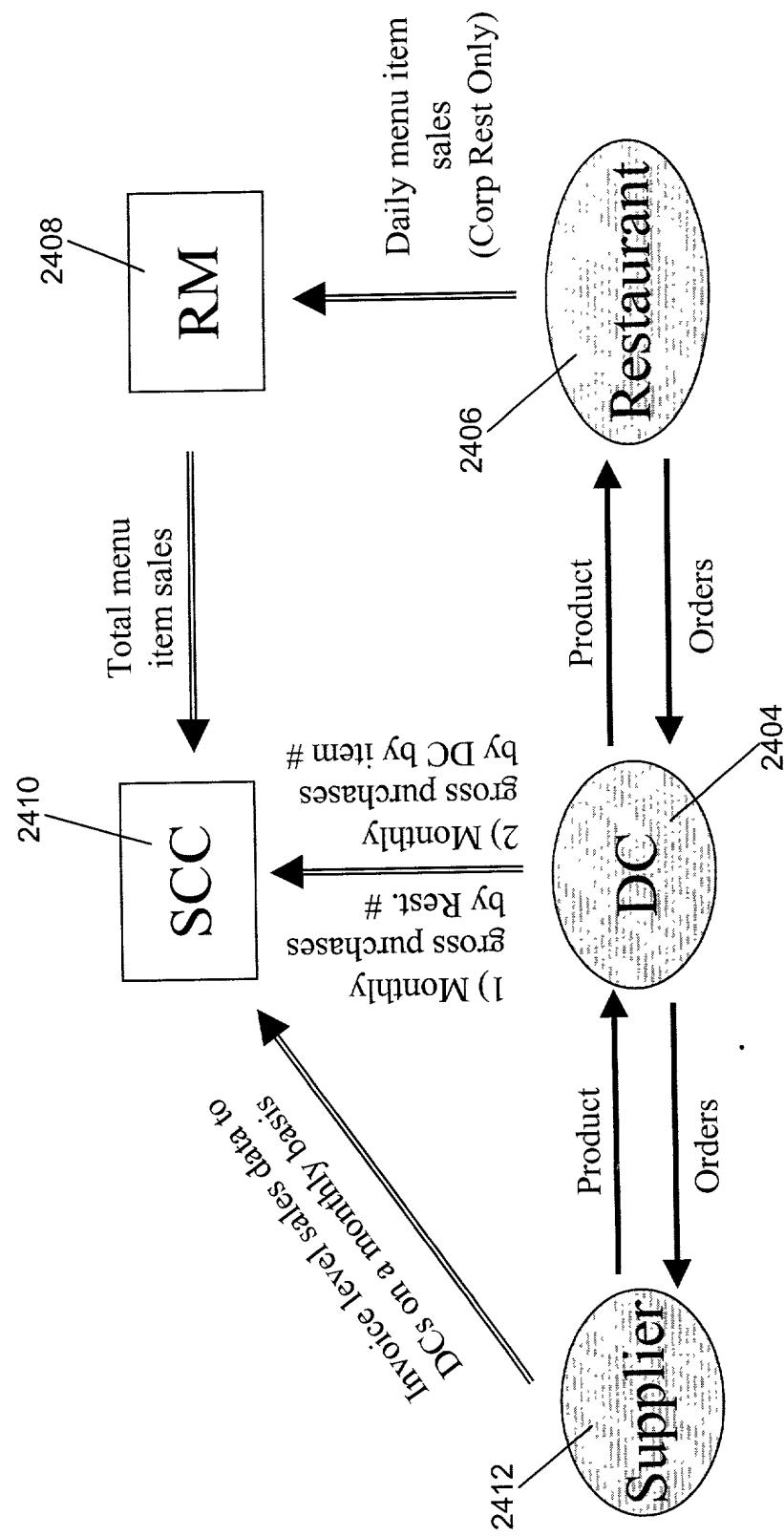


FIG. 25

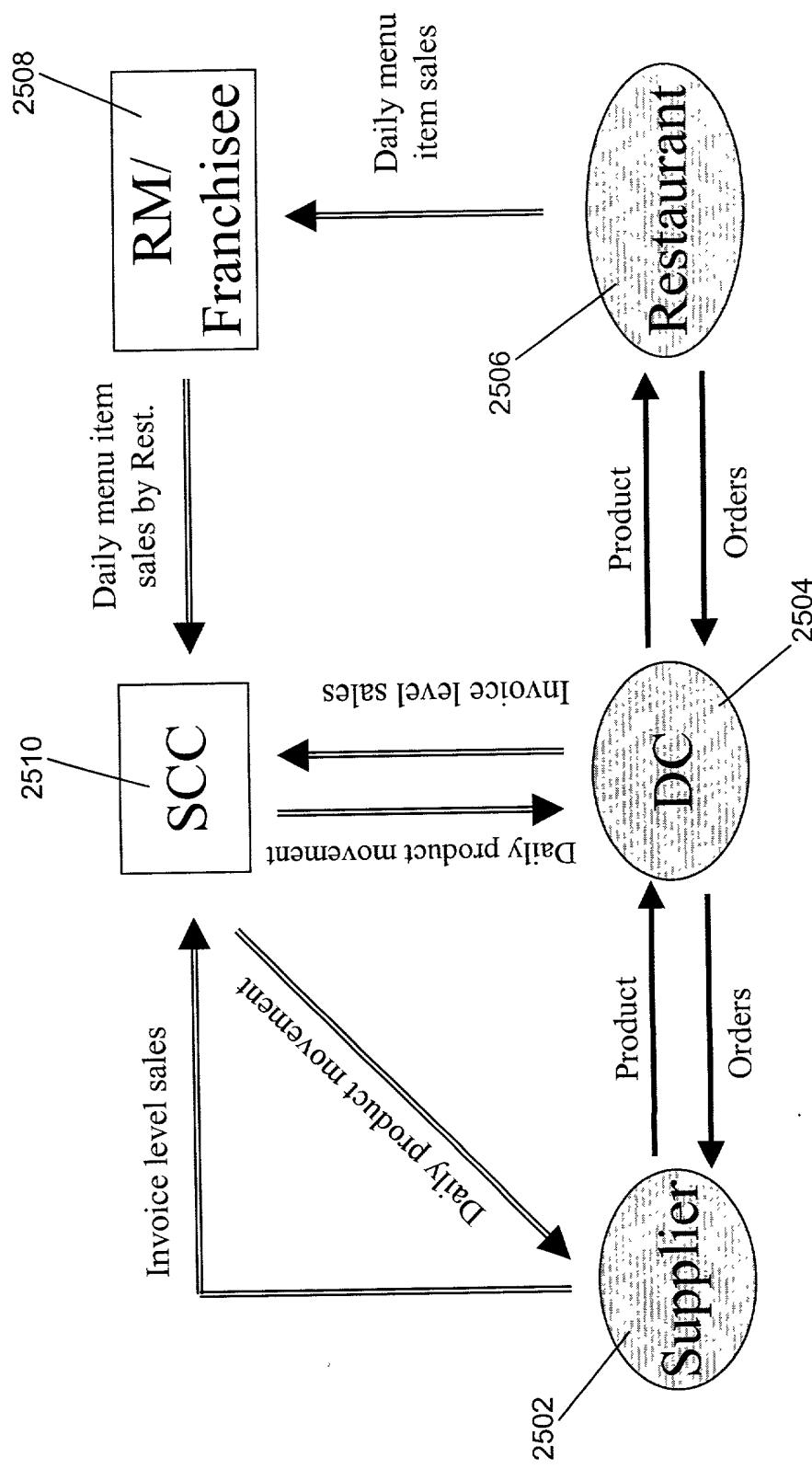


FIG. 26

2602
2600

2604

FIG. 27

Promotional Monitor - System & Regional											
		History					Week #1				
		W-4	W-3	W-2	W-1	D+1	D+2	D+3	D+4	D+5	
Total Sales(\$/Store)	Menu Item Sales for Key Products/units/restaurant/weekly	\$23,000	\$23,500	\$23,250	\$23,450	\$2,888	\$3,150	\$3,413	\$3,413	\$3,675	\$4,200
Category	Segment	Whopper	WHOPPERS	WHOPPERS W/CHEESE	YWWM WHOPPERS	Whopper Total	Whopper	Whopper	Whopper	Whopper	Whopper Total
Whopper	Segment	215	211	228	269	32	34	37	37	40	60
Whopper	WHOPPERS	146	142	148	162	18	20	21	21	23	35
Whopper	WHOPPERS W/CHEESE	699	679	714	813	94	103	111	111	120	180
Whopper	YWWM WHOPPERS	1,060	1,032	1,090	1,244	144	157	170	170	183	275
Whopper	Whopper Total										209
Variance from Expected (Highlighted Areas are Outside of Expected Range)											
Whopper	WHOPPERS	11.4%	-9.8%	-23.2%	-4.6%	2.3%	3.0%	1.0%	4.0%	11.0%	16.0%
Whopper	WHOPPERS W/CHEESE	8.1%	-8.4%	-24.5%	-5.8%	1.0%	4.0%	1.0%	4.0%	13.0%	14.0%
Whopper	YWWM WHOPPERS	12.2%	-10.7%	-22.5%	-1.9%	3.0%	3.0%	1.0%	5.0%	16.0%	19.0%
Whopper	Whopper Total	10.6%	-9.6%	-23.4%	-4.1%	2.1%	3.3%	1.0%	4.3%	13.3%	16.3%

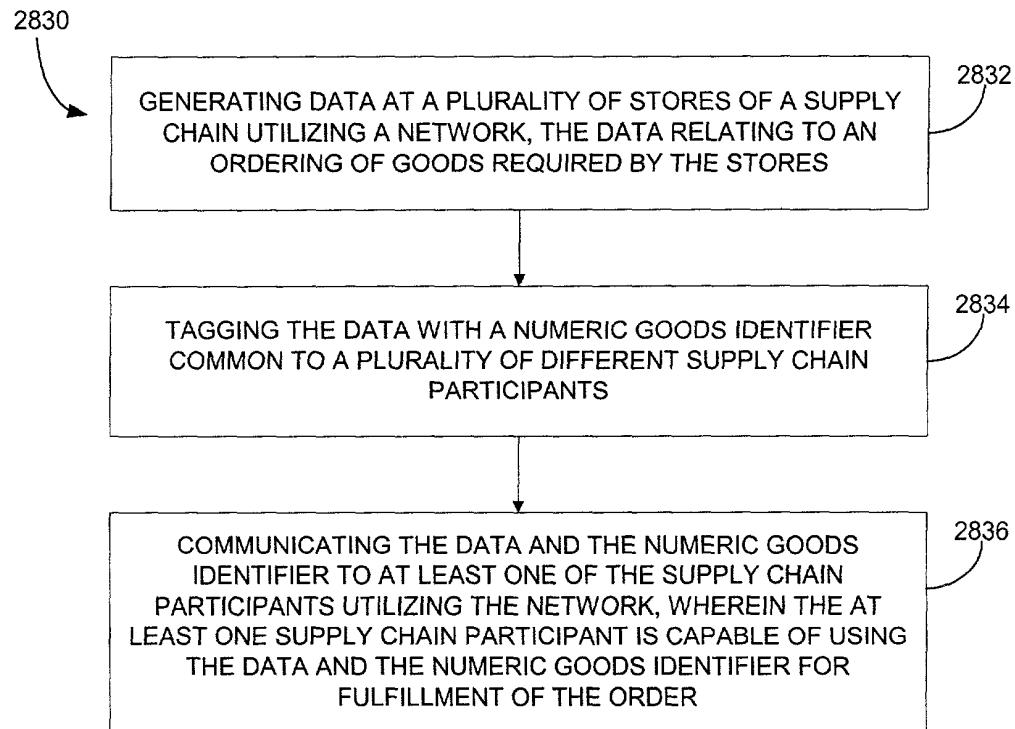


FIG. 28

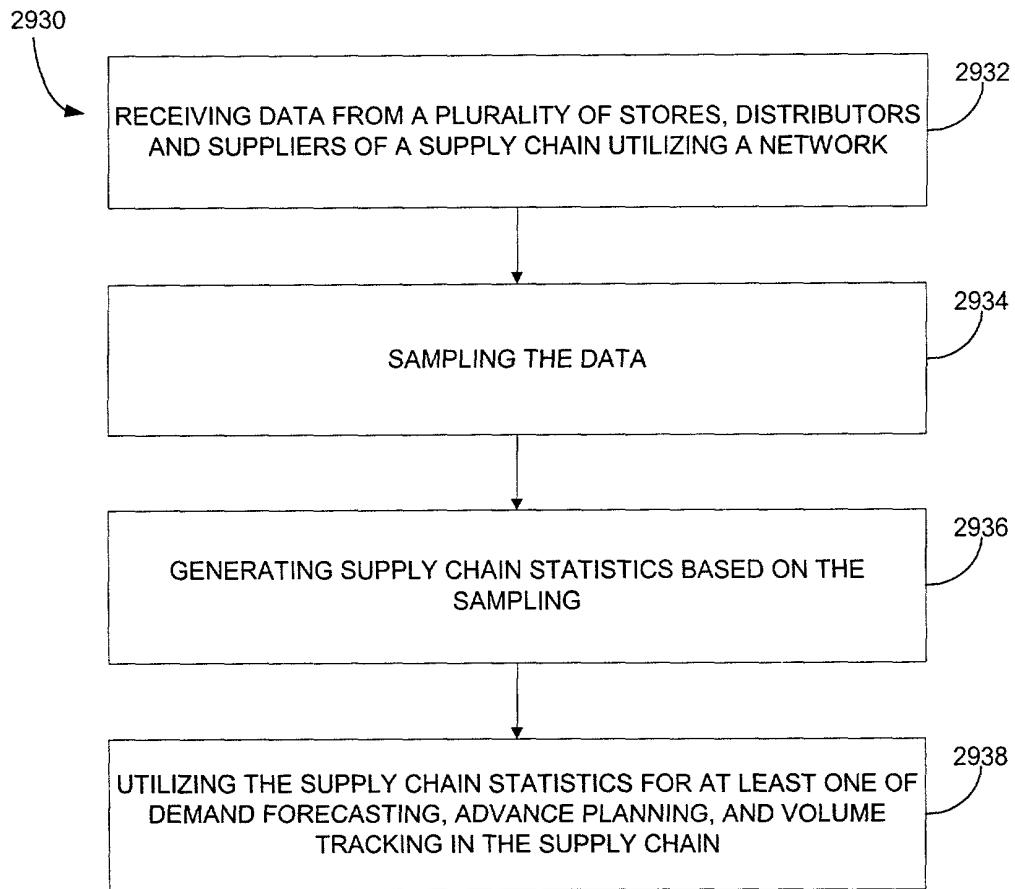
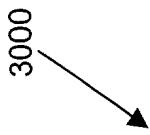


FIG. 29

3000



Distribution Center:	Alliant Topeka
Time Period (Month/Yr):	Jun-00

Delivery Order Fill Rate

3002



Total Cases Ordered:	65712
----------------------	-------

Operations:	Warehouse Outs	Damages	MisPicks	Short on Truck	Overlooked and Not Returned	Total Operations
Cases:	154	68	62	284		568
Percent:	0.23%	0.10%	0.09%	0.43%	0.00%	0.86%

Purchasing:	Out of Stocks	Substitutions	Out of Codes	Total Purchasing
Cases:	990	70		1060
Percent:	1.51%	0.11%	0.00%	1.61%

Distribution Center Total:	Cases	Percent
Operations:	568	0.86%
Purchasing:	1060	1.61%
Grand Total:	1628	2.48%

Delivery Order Fill Rate:	97.52%
---------------------------	--------

On-Time Delivery Rate

Total # of Deliveries:	1232
# of On-Time Deliveries:	
On-Time Delivery Rate:	0.00%

Perfect Order Rate

Total # of Deliveries:	1232
Total # of Perfect Orders:	725
Perfect Order Rate:	58.85%

FIG. 30

3100
→

Alliant - Monthly DC Data Feed Performance
August 2000
Mock Report

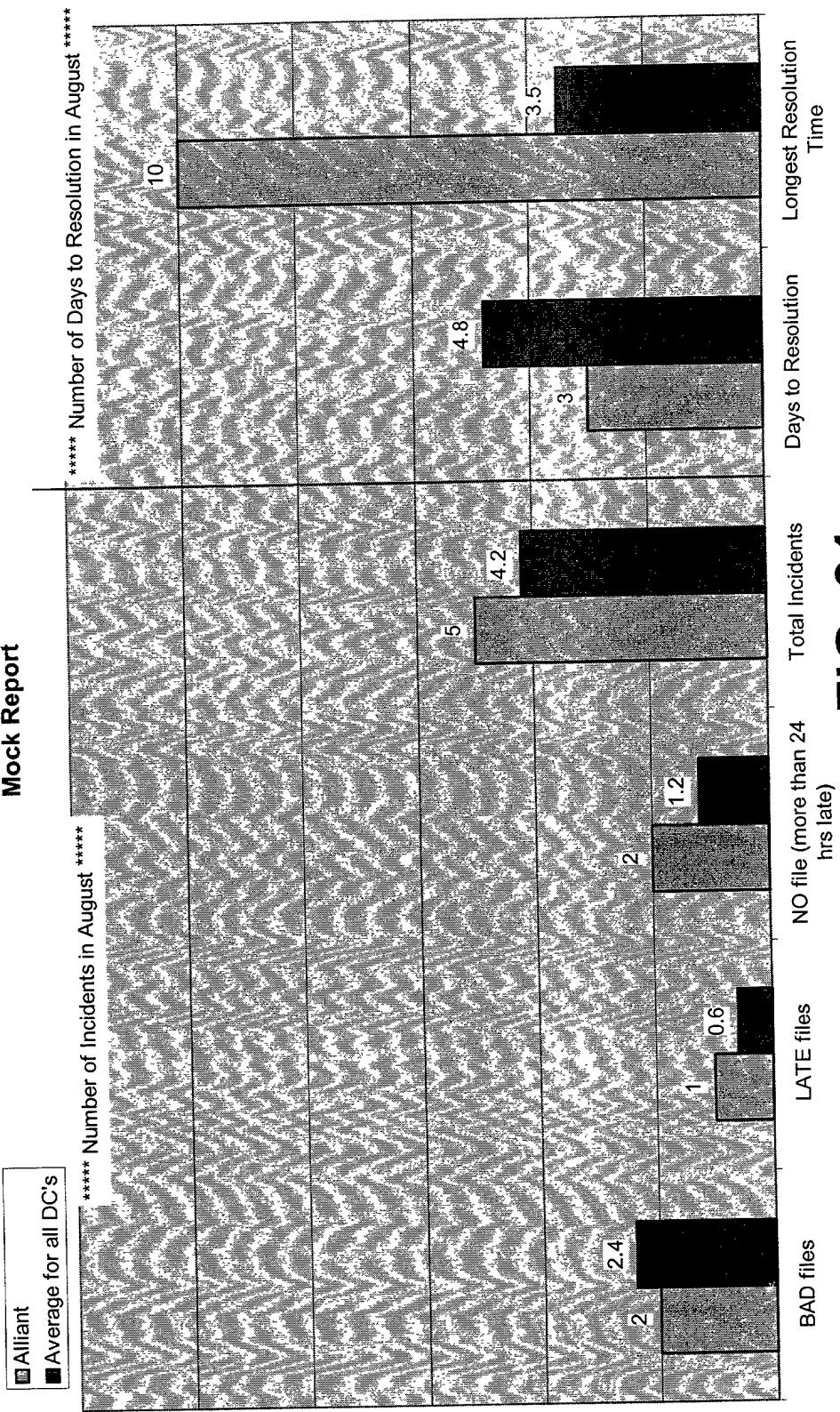


FIG. 31



Service Level Reporting

August

3200

	Fill Rate	On-Time	Perfect Order
Allian-Paducah	99.14%	90.06%	
Allian-Topeka	99.05%	93.71%	
Allian-Wikom	99.34%	92.91%	78.70%
King-Atlanta	99.05%	98.86%	80.90%
King-Jacksonville	99.15%	94.38%	86.98%
King-Louisville	99.41%		79.25%
Maines-29-Conkin			
Maines-30-Cleveland			
Maines-Long-Island	99.41%		
Maines-New-England	99.60%		79.83%
MBM-Fullerton	99.13%	94.15%	#DIV/0!
MBM-Lewisville	99.65%	92.88%	#DIV/0!
MBM-Orlando	99.78%	93.86%	#DIV/0!
MBM-Rocky-Mount	99.13%	92.46%	#DIV/0!
McCabe's	99.80%	99.72%	98.94%
McLane-Lubbock	#DIV/0!	#DIV/0!	#DIV/0!
Nicholas & Co.	99.60%	96.04%	85.37%
PF&D-Supply	99.16%	99.79%	80.12%
PFG-Victoria	99.42%	#DIV/0!	
RYA/Mohrlich	99.20%	97.79%	
Reinhardt-Cedar-Rapids	99.05%	98.65%	
Reinhardt-Oak-Creek	99.31%	93.69%	
Reinhardt-Rogers	99.50%	95.49%	
Restaurants-NW	99.03%	99.07%	80.47%
Shamrock-Commerce-City	99.54%	94.88%	85.13%
Shamrock-Phoenix	98.81%	93.88%	
Sygma-Harrisburg	99.69%		82.88%
Sygma-Strockton	99.69%	100.00%	82.47%
Sysco	99.68%		

	Fill Rate	On-Time	Perfect Order
BK/C Min	98.50%	90.00%	78.00%
RSI Min	99.50%	90.00%	80.00%

OK	
Didn't meet RSI Min	
Didn't meet BK Min	

FIG. 32

FIG. 33

3300

Vendor:

XYZ Company

Time Period:

Delivery Statistics:

DC Requested Lead-Time
DC Adherence to Lead-Time
Days Delivery Late
On-Time Delivery Percentage
Hours Delivery Late

Inventory Management:

19
22

3300

4	95%	1.7	95%	0.93
---	-----	-----	-----	------

Invoice, Payment and Pricing:

Days for Payment Monthly FOB Variance Monthly Freight Variance Monthly Total Variance

Monthly Carrying Cost

\$ 42,513
\$ 12,589
1.25%

Invoice Accuracy:

Invoice Fill Rate
PO Accepted Rate
Perfect Order Percentage

97.25%
99.00%
92.34%

FIG. 34

H & H Foods - Monthly Supplier Data Feed Performance
August 2000
Mock Report

3400 →

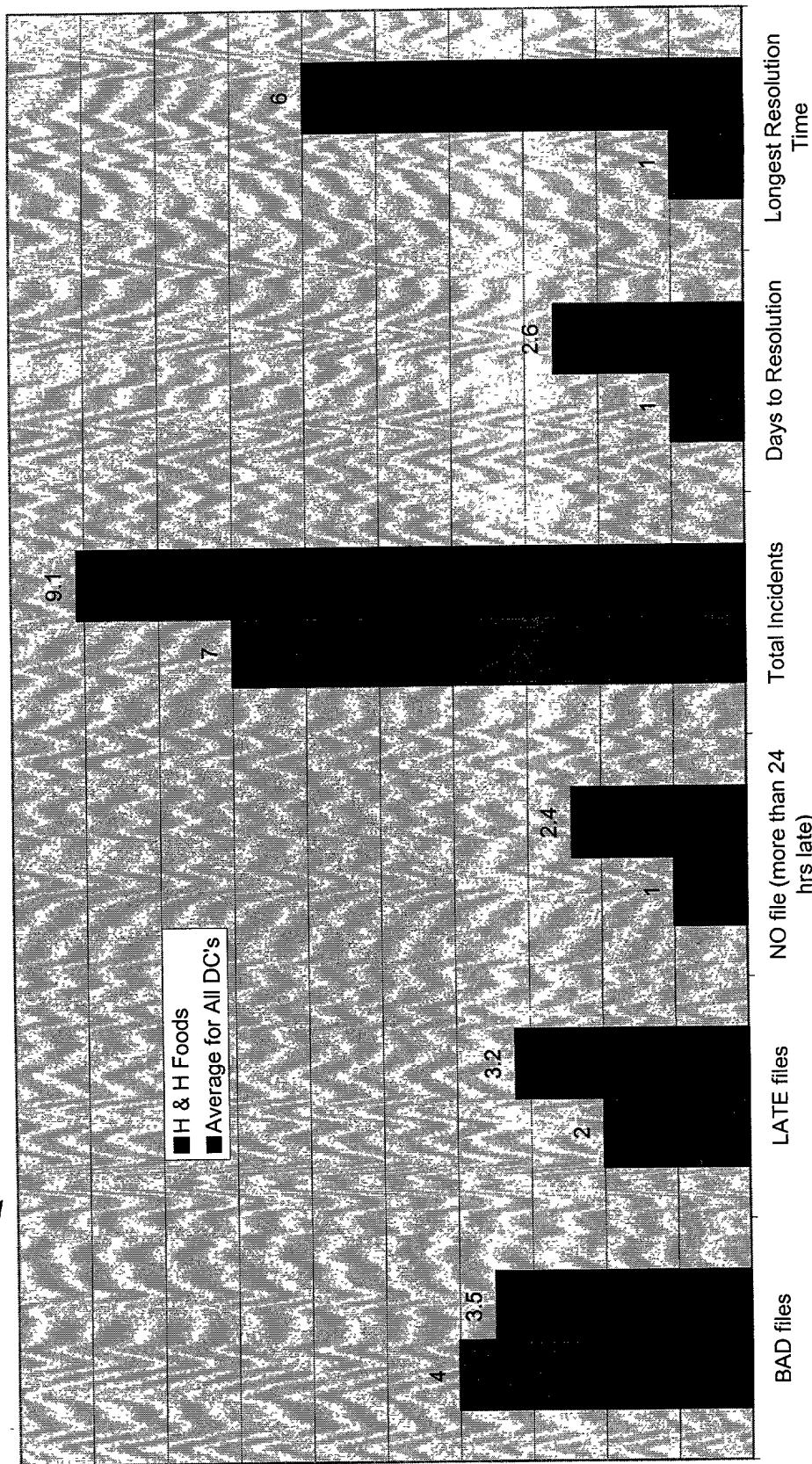


FIG. 35



3500

Service Level Reporting
November - Mock Report

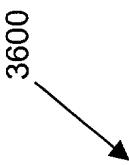
	Monthly Total Overcharge	Perfect Order Percentage	Monthly Carrying % Invoice FOB
GOODIES	\$1,904	97.9%	2.33%
COMARK INSTRUMENTS, INC.	\$4,866	97.9%	2.41%
WHITEFORD FOODS, INC.	\$0	97.9%	2.16%
LERAGE BAKERY / COUNTRY KITCHEN	\$3,700	92.1%	1.94%
NCR SYSTEMEDIA	\$0	96.1%	1.50%
SIGNATURE MEATS GROUP	\$0	96.1%	1.25%
SCHWEIBEL'S BAKING CO	\$0	96.1%	1.16%
MAUI CUP	\$0	96.1%	1.04%
MIRA PLASTICS	\$0	96.1%	0.98%
DIXIE PRODUCE & PACKAGING	\$0	96.1%	0.93%
NOR-LAKE, INC.	\$0	96.1%	0.88%
FORT JAMES OPERATING COMPANY	\$0	98.6%	1.16%
FRESH ADVANTAGE, LLC	\$0	98.6%	1.90%
SILVER KING, MN CORP.	\$0	98.6%	1.76%
TYSON FOODS	\$0	98.6%	1.62%
READY ACCESS	\$0	98.6%	1.50%
GEORGIA PACIFIC TISSUE	\$0	94.8%	2.44%
COUGHERTY PACKING	\$0	93.3%	2.51%
BEVERAGE FAIR	\$0	93.3%	2.08%
COMPONENT HARDWARE GROUP, INC.	\$0	93.3%	1.65%
COCA-COLA USA	\$0	98.5%	1.20%
TOASTMASTER	\$1,909	96.3%	2.20%
GRANT COUNTY FOODS	\$0	96.3%	2.04%
FRESH EXPRESS	\$0	96.3%	1.94%
TAYLOR FARMS	\$0	96.3%	1.88%
MODULAR DISPENSING SYSTEM	\$0	96.3%	1.83%
CENTURY PRODUCTS, LLC	\$0	96.3%	1.78%
ROSE PACKING COMPANY	\$0	93.3%	2.98%

	Monthly Total Overcharge	Perfect Order Percentage	Monthly Carrying % Invoice FOB
RSI Min	\$5,000.00	92.00%	3.00%

OK	Didnt meet RSI Min.
----	---------------------

Mock Report/1

3600



	FY 01	Oct-00	Nov-00	Dec-00	Jan-01	Feb-01	Mar-01	Apr-01	May-01
Food Cost Index									
Plan	99.75	99.69	99.20	98.63	100.33	100.49	101.12	100.44	99.92
Actual		99.10	98.90						
Variance									
Good/(Bad)	0.59	0.30							
Total Dollar Purchases (in Millions) /2									
Plan		\$2,237.24	\$183.98	\$182.73	\$184.54	\$187.33	\$187.03	\$189.14	\$187.47
Actual			\$182.84	\$182.08					
Variance			\$1.14	\$0.65					
Good/(Bad)	0.6%	0.4%							

/1 Includes on food cost index items.

/2 Based on FY 99 Sales Volumes

FIG. 36

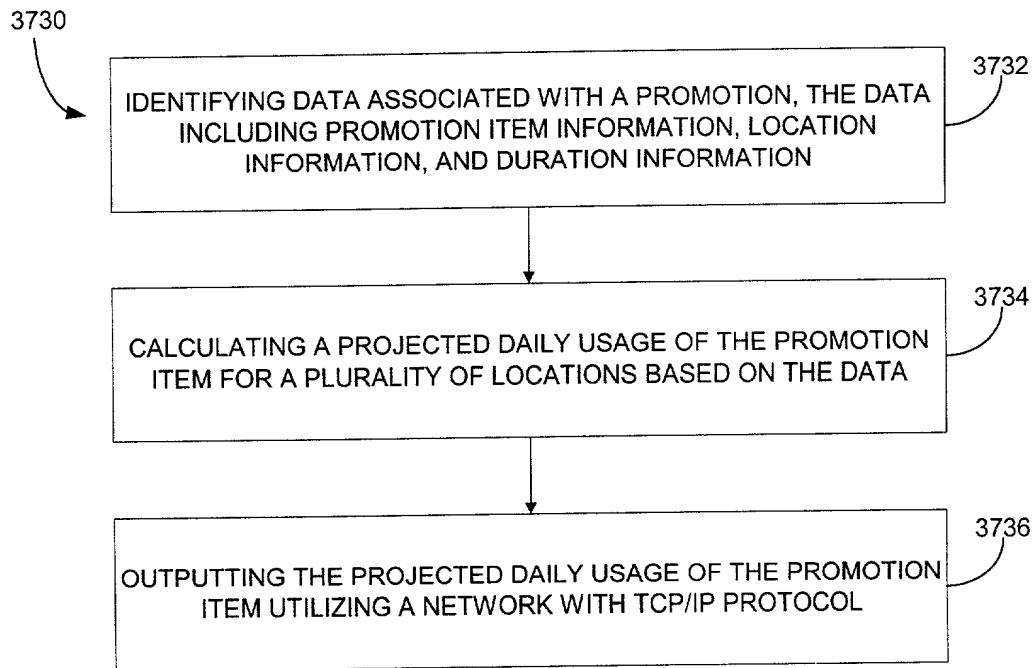


FIG. 37

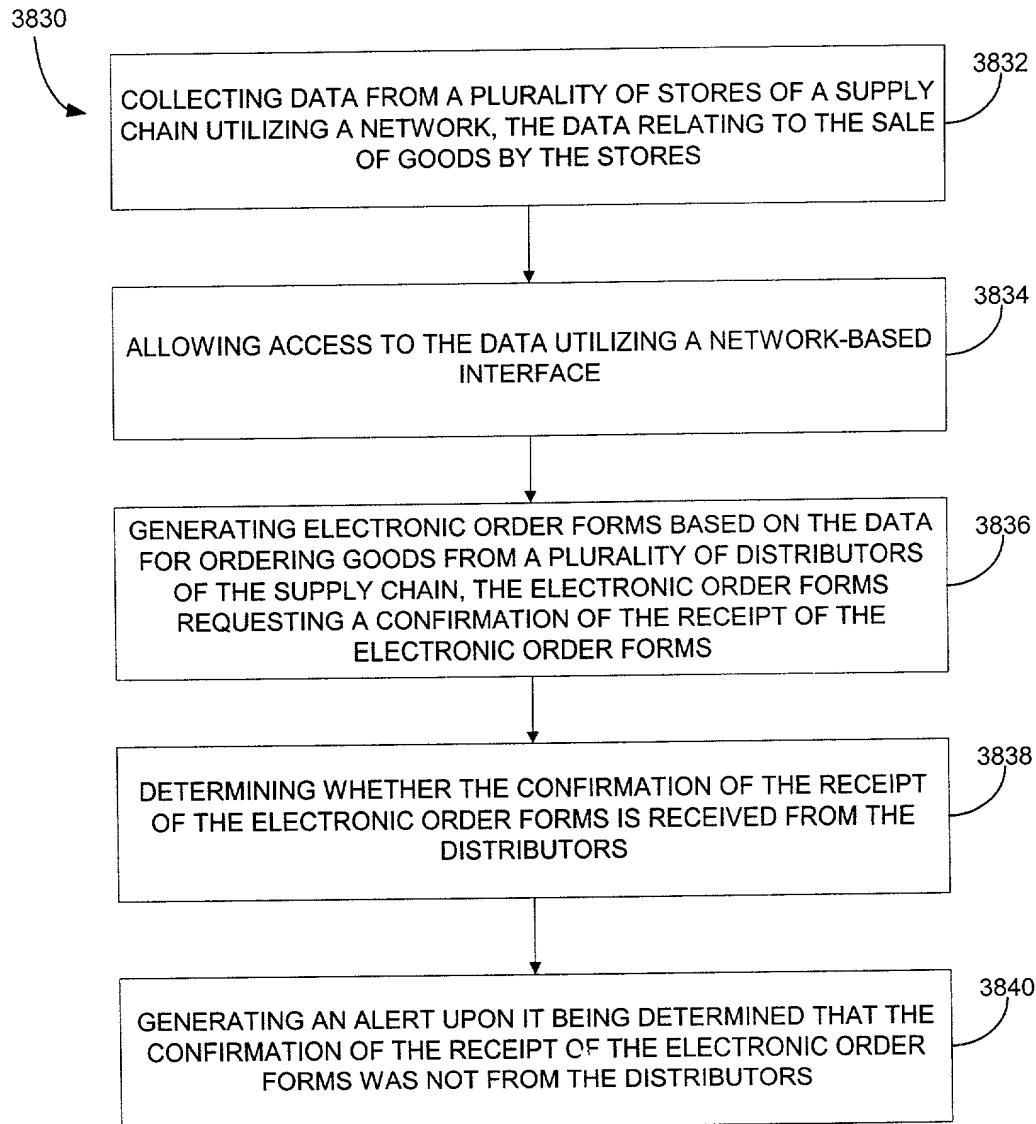


FIG. 38

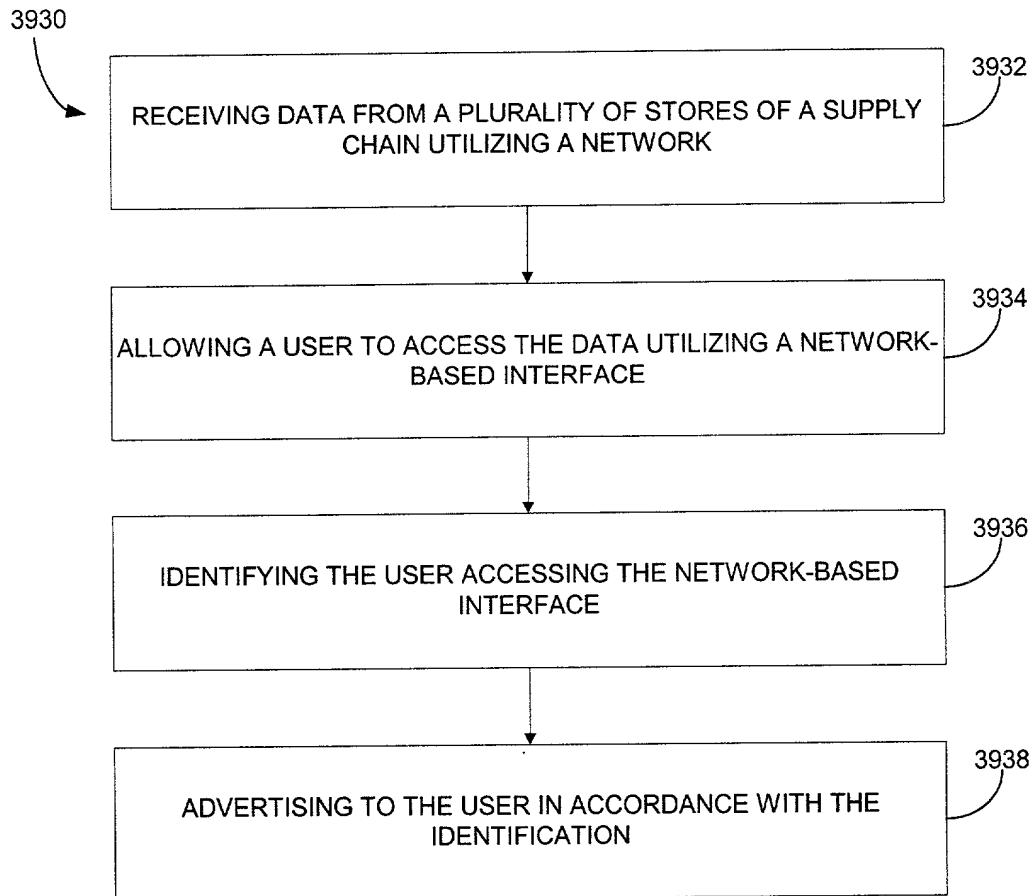


FIG. 39

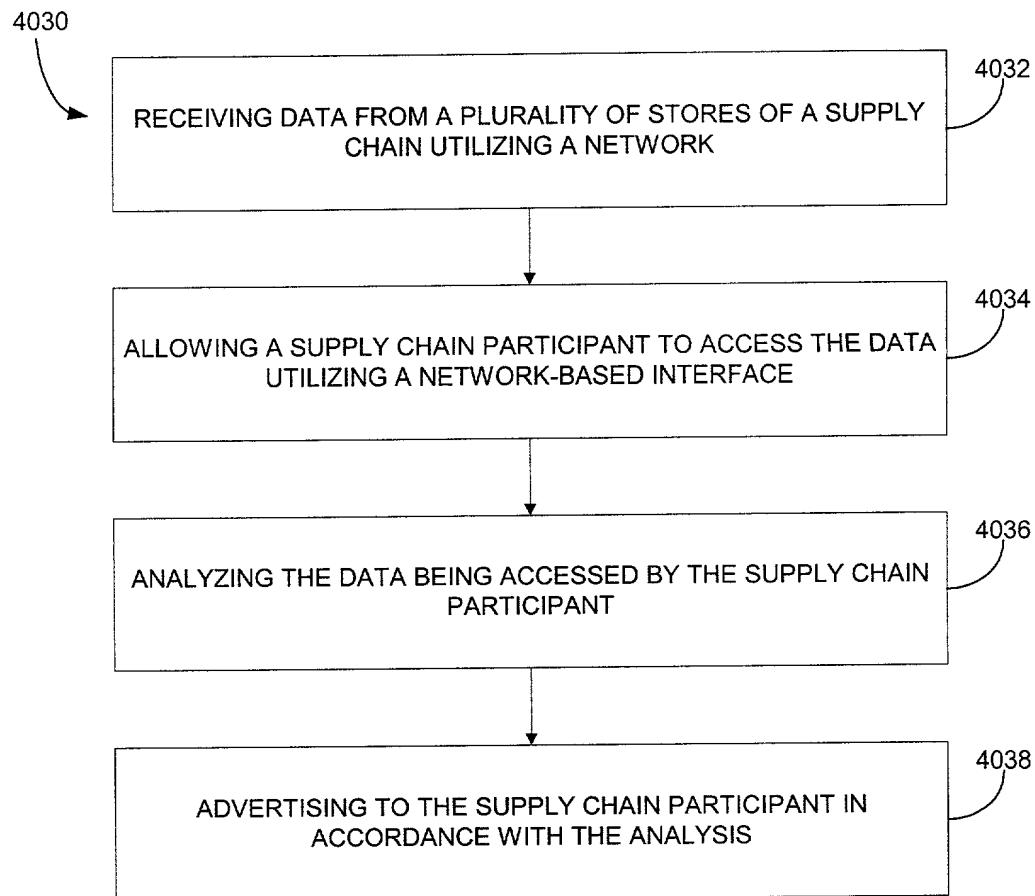


FIG. 40

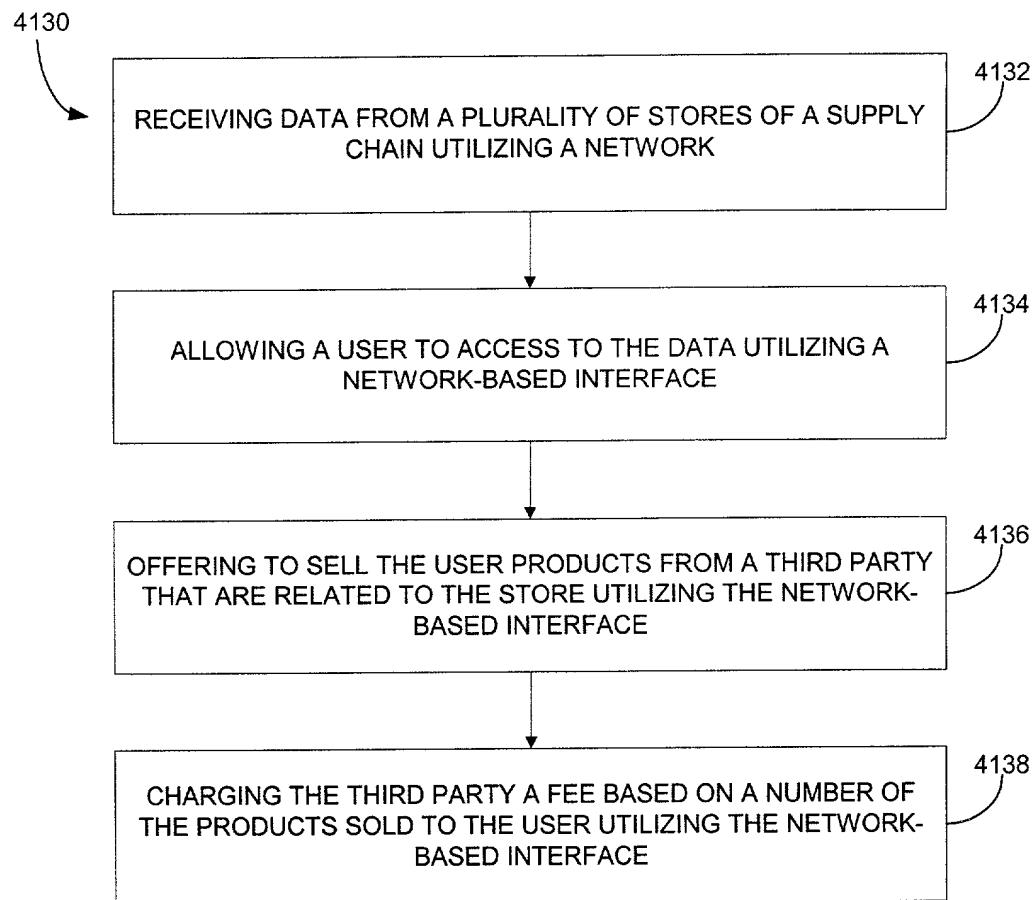


FIG. 41

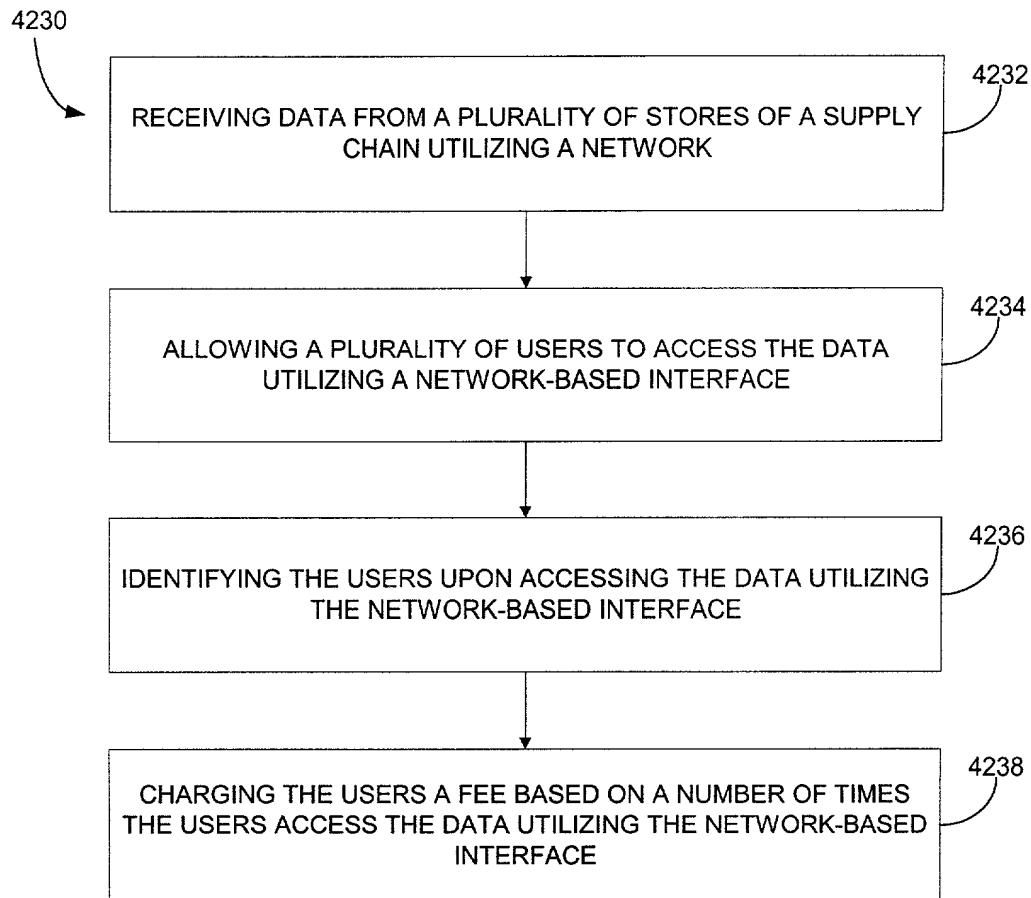


FIG. 42

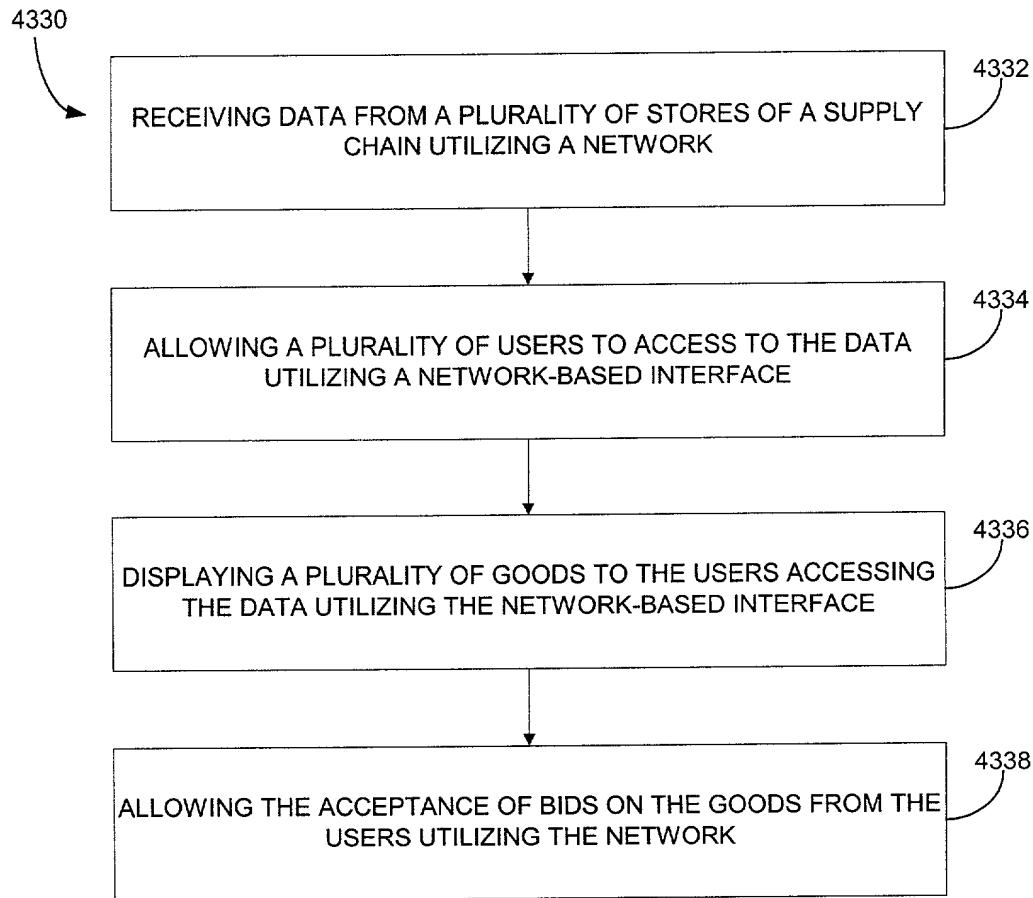


FIG. 43A

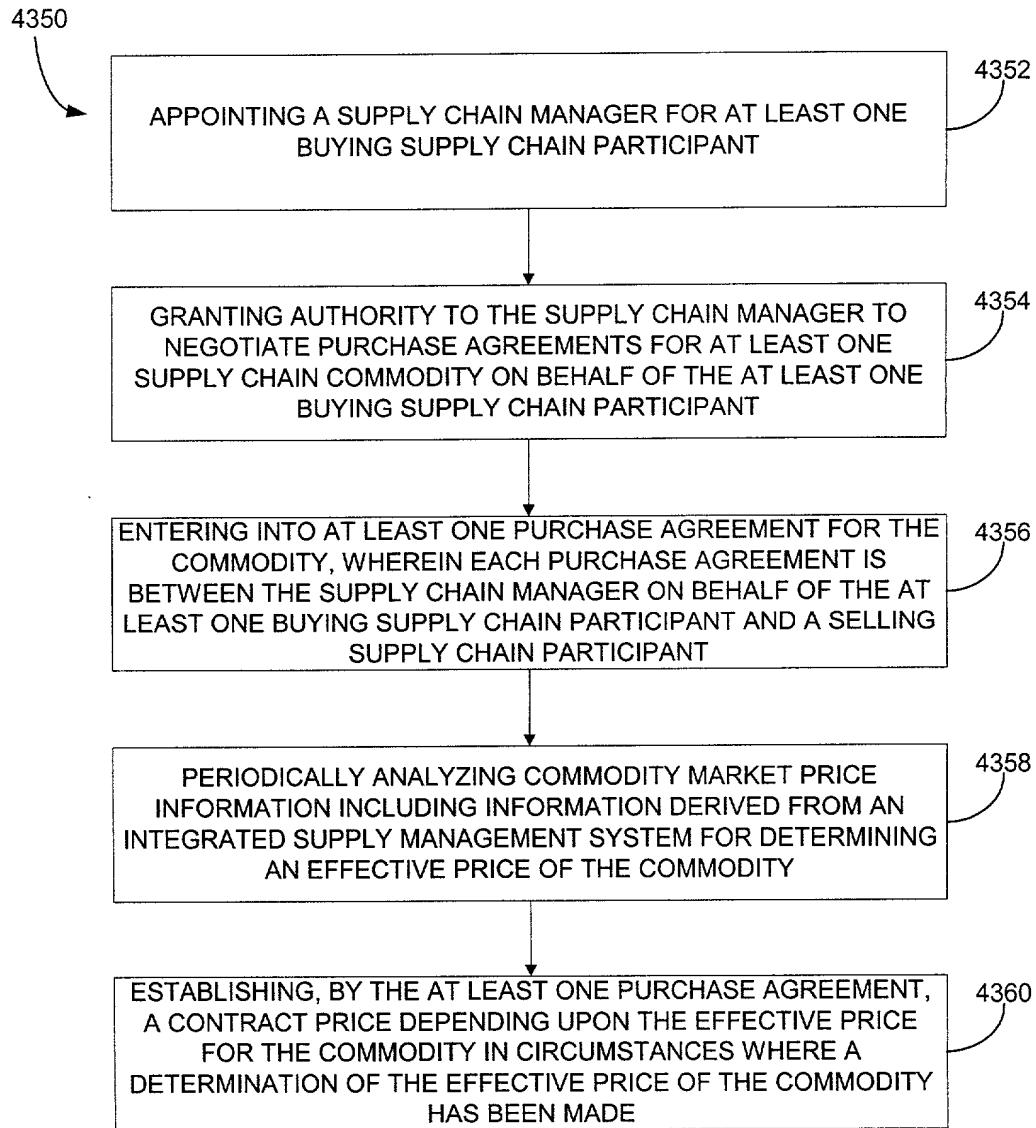


FIG. 43B

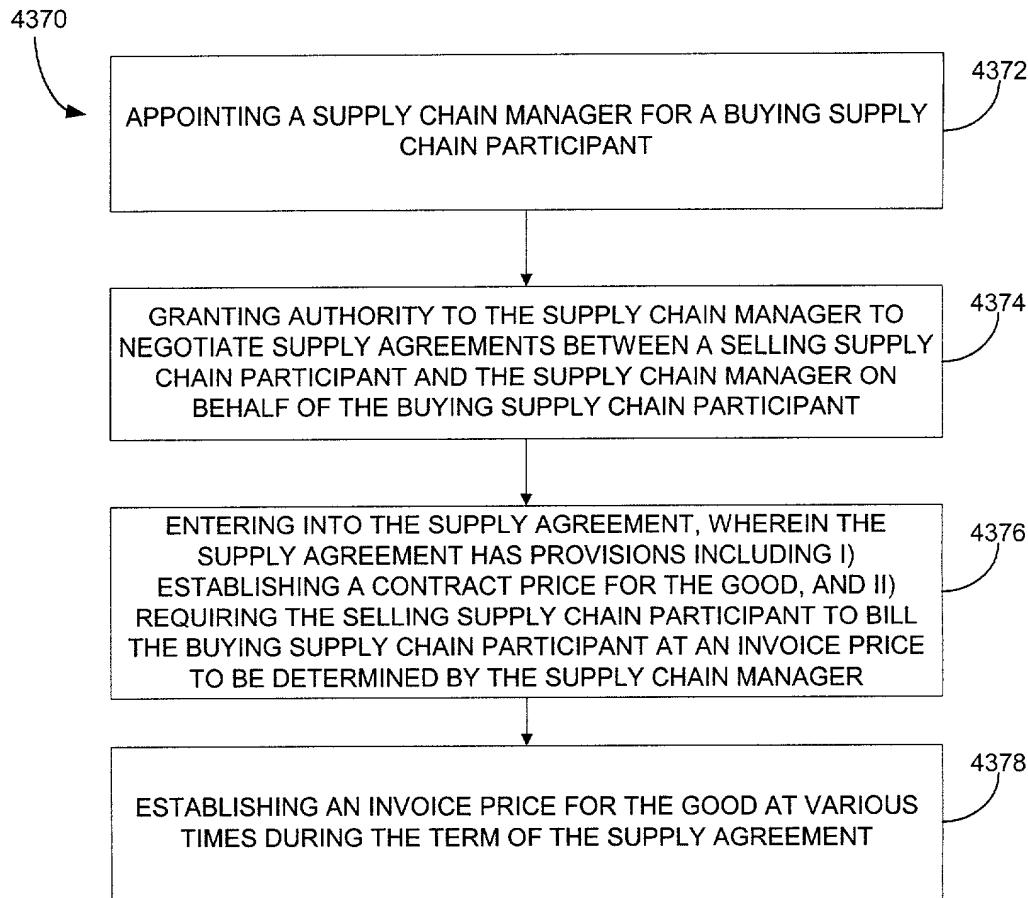


FIG. 43C

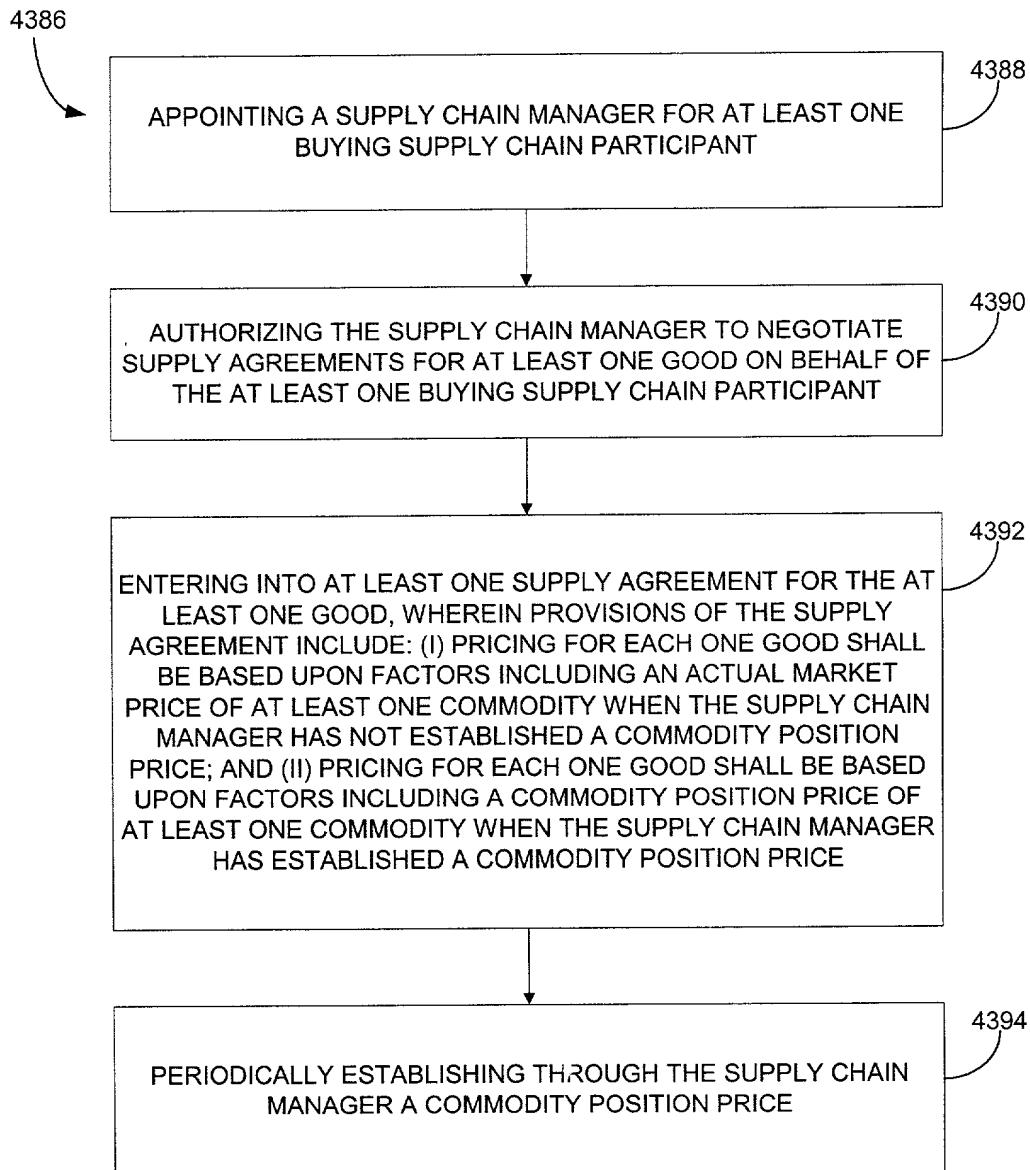


FIG. 43D

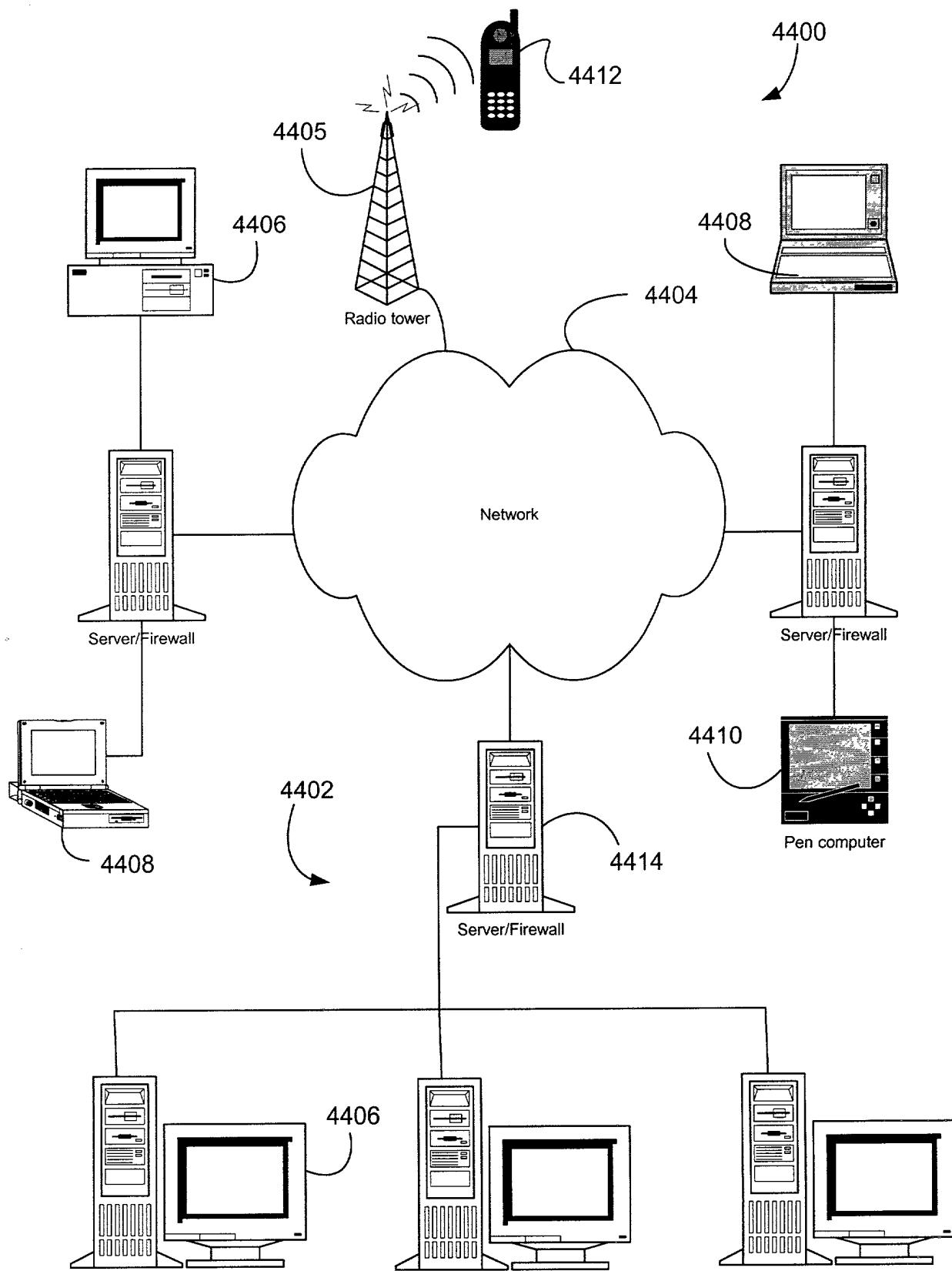
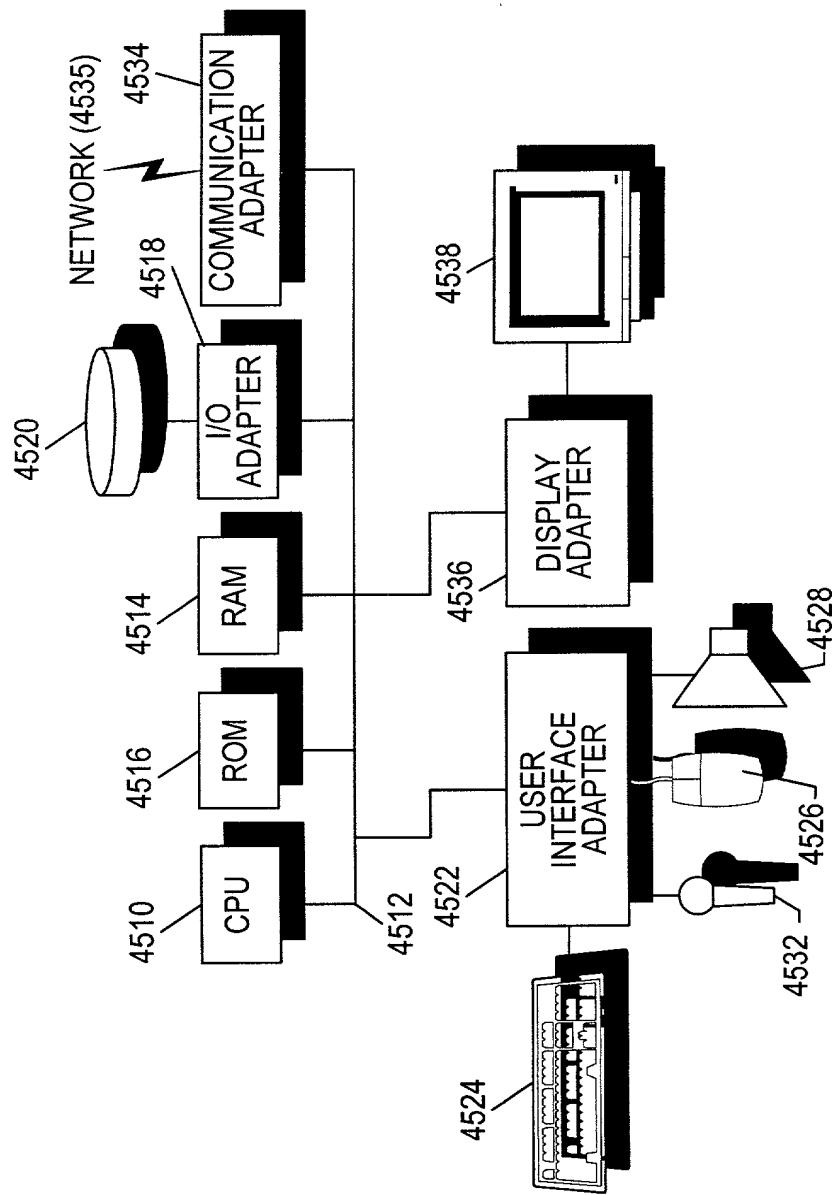


FIG. 44

FIG. 45



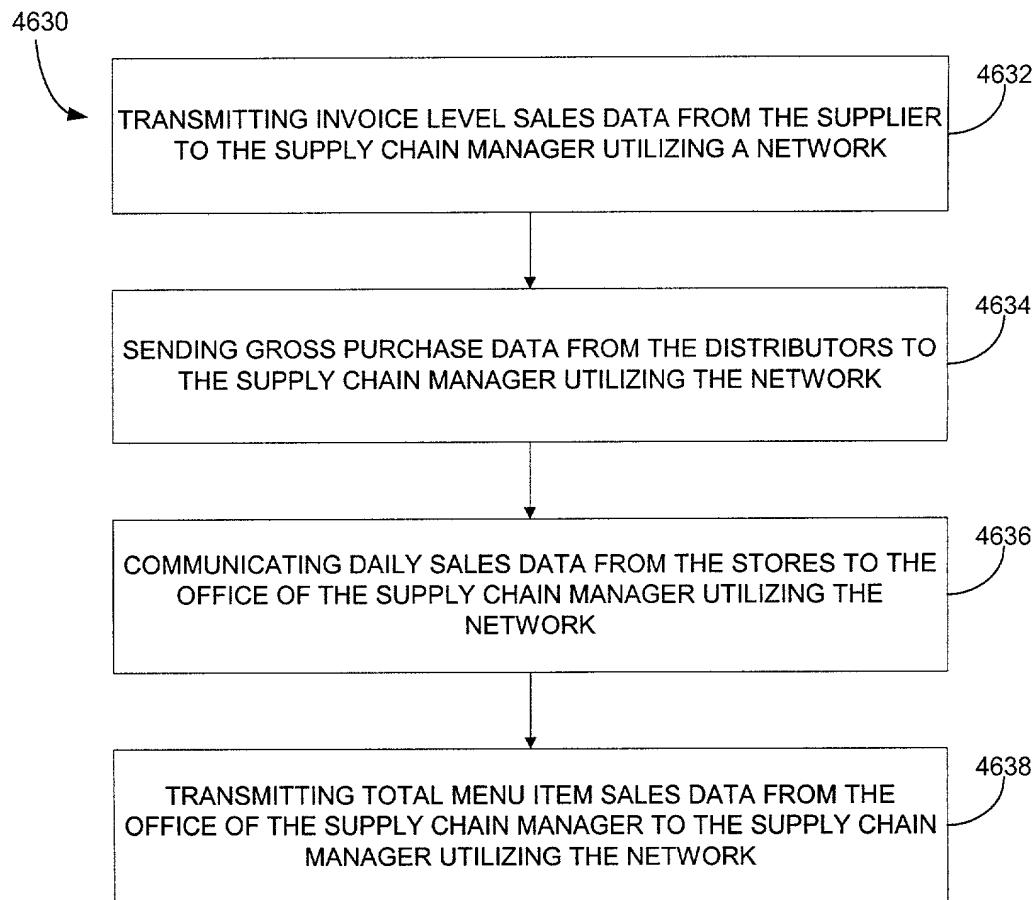


FIG. 46

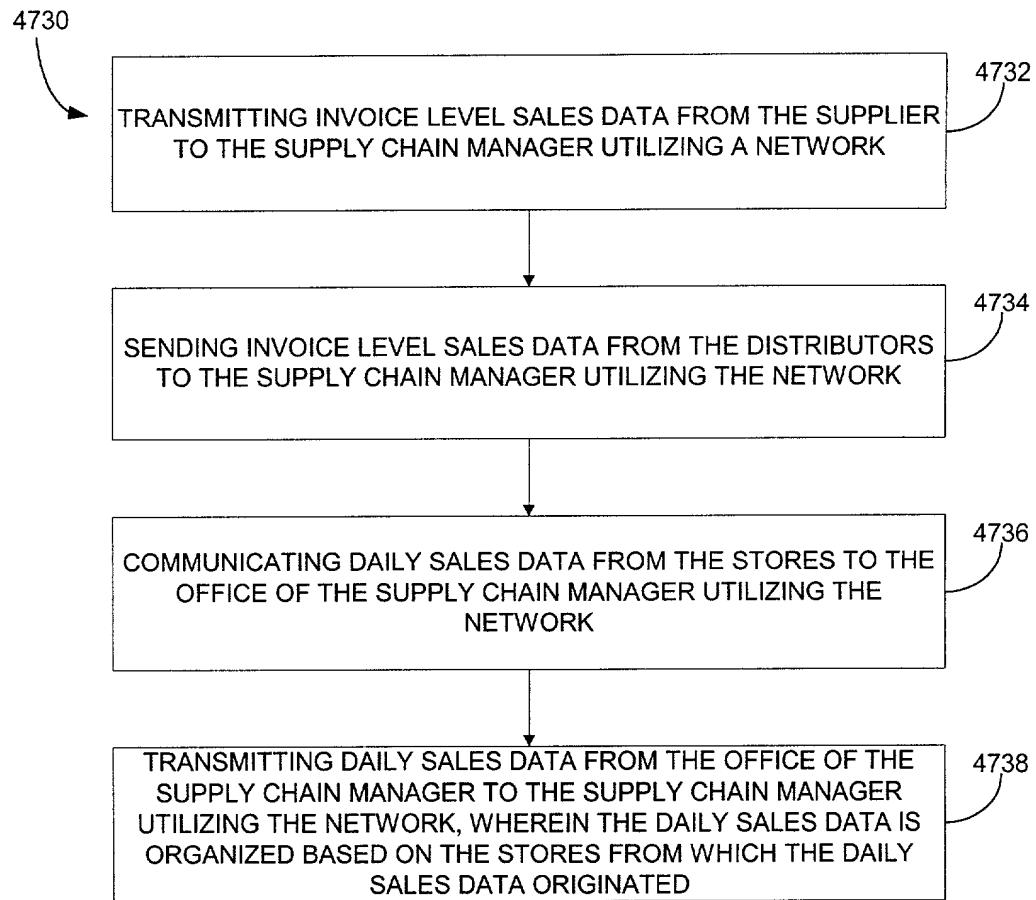


FIG. 47

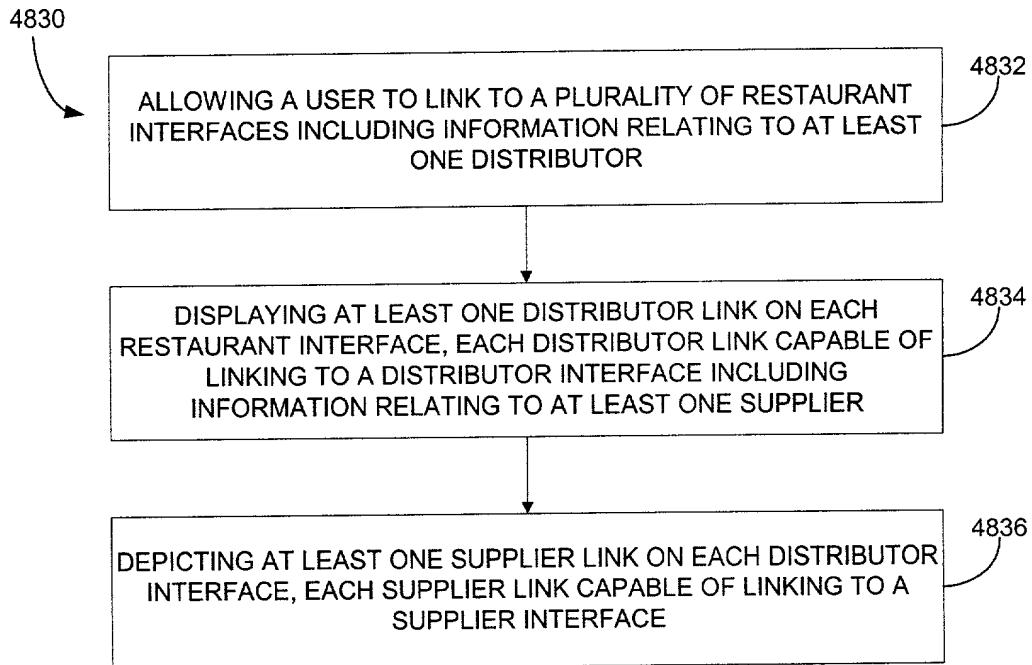


FIG. 48

File Edit View Favorites Tools Help

Address Links »

4902 4904 4900

RSI  **Restaurant Services, Inc.**
BURGER KING® System Independent Purchasing & Distribution Service Co-op

User Name Password Click for Help

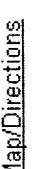
franchisee

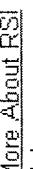
About RSI

4904

Restaurant Services, Inc. (RSI) is an independent member-owned purchasing cooperative serving BURGER KING® restaurant owners in the United States.

RSI was founded in 1991 as the exclusive purchasing agent for the vast majority of products used by the U. S. BURGER KING system. Its primary purpose is to leverage the buying power of BURGER KING restaurants to achieve favorable contracts for food, packaging, premiums, promotion products, supplies, equipment, distribution and related services on behalf of more than 8,300 restaurants.

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4902

4904

4900

FIG. 49

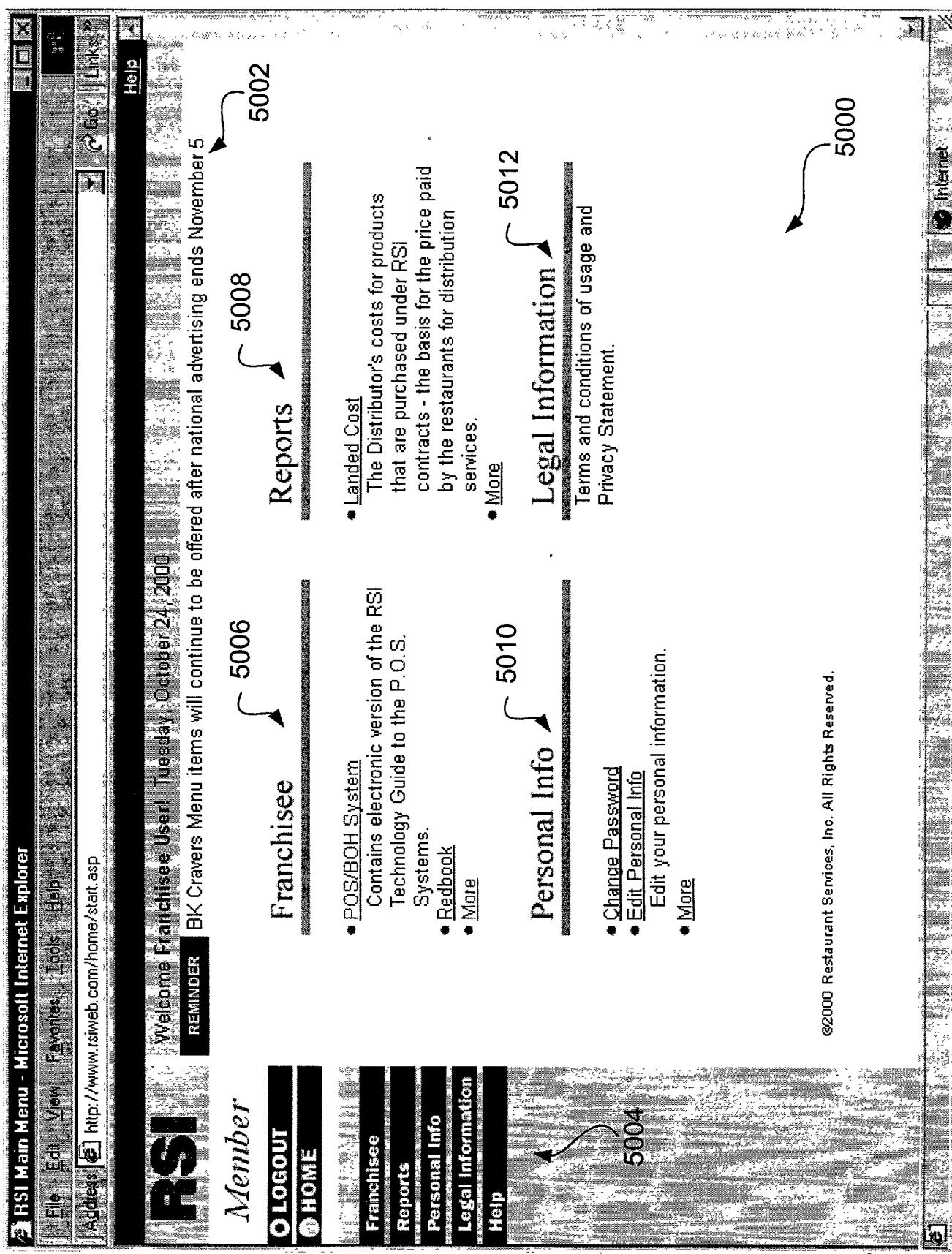


FIG. 50

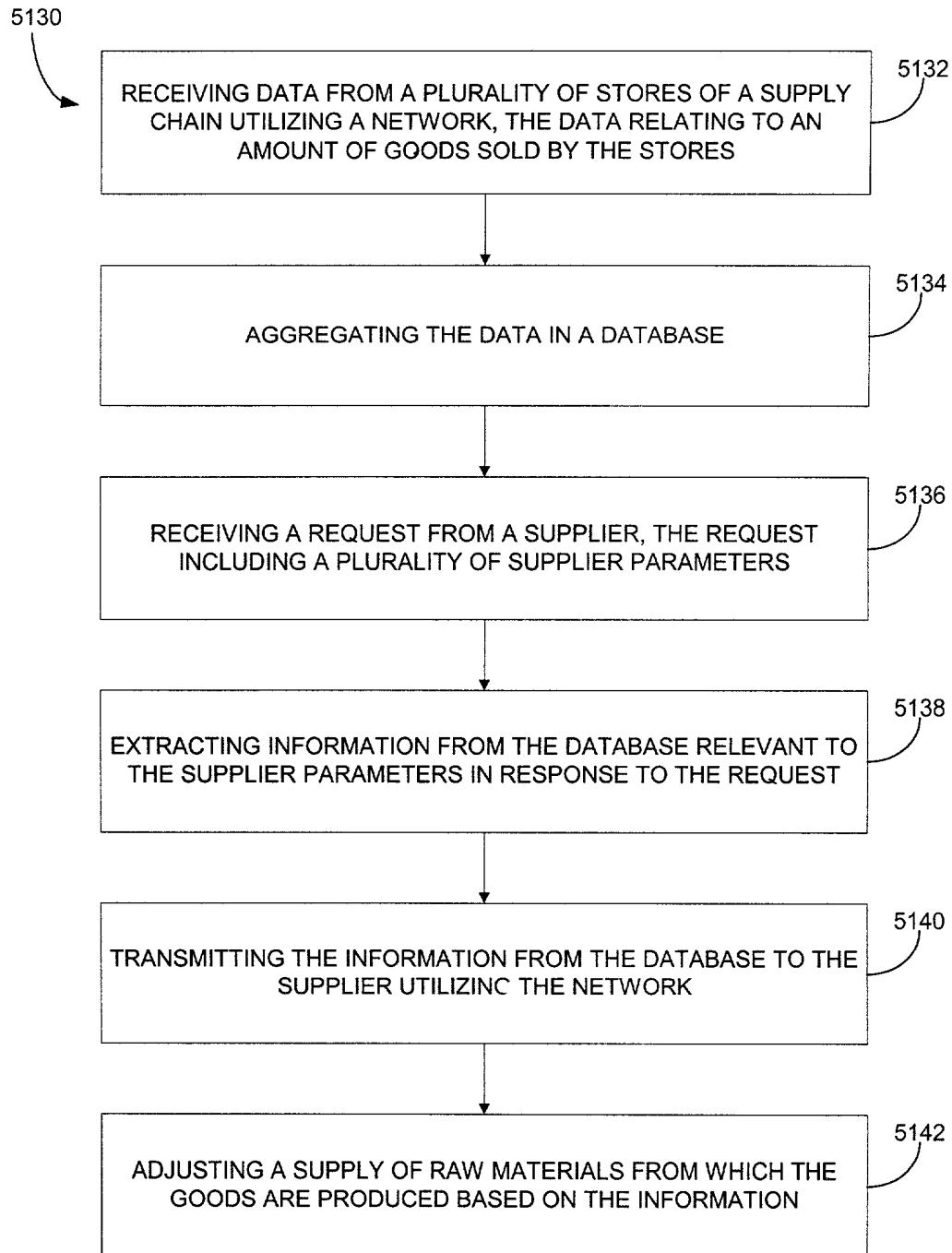


FIG. 51

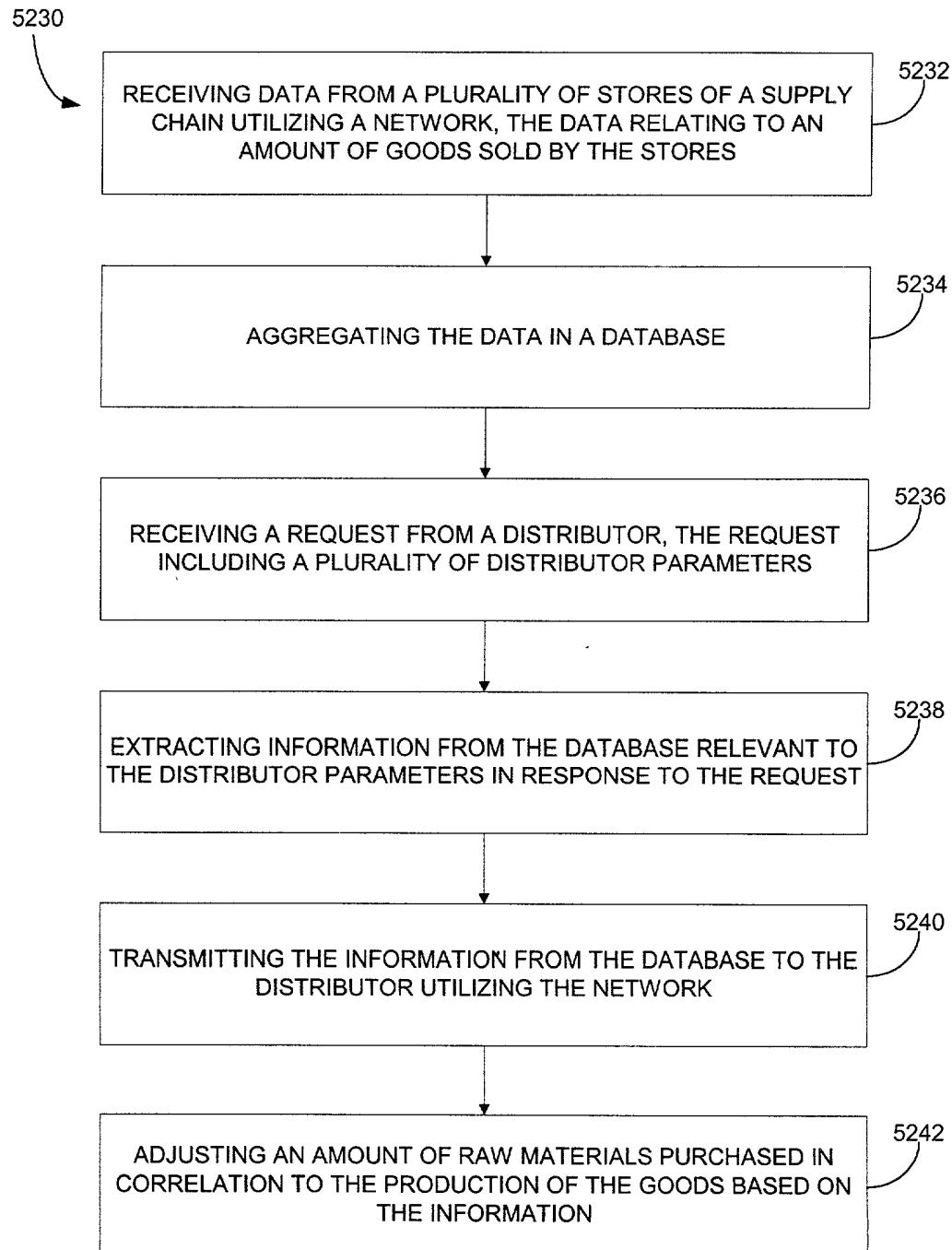


FIG. 52

POS Implied Daily Usage - Distributor - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Address http://www.rsiweb.com/dc/d_implieddaily.asp

Links Help

RS

Distributor

Logout

HOME

Reports

Personal Info

Legal Information

Help

Printer Friendly Version

POS Implied Daily Usage - Distributor

Tuesday, October 24, 2000

5300

The information contained in this report is privileged and confidential. It is intended only for viewing and use by Distributor User. If you are not Distributor User, you are hereby notified that dissemination, distribution, or copying of this report is strictly prohibited.

Number of Restaurants Serviced by DC

		14 Day Rolling (Total Cases)														Week Ending Total		
DC Item No	Item Description	% Chg	14 Day Avg	200	200	200	200	200	200	200	200	200	200	200	200	200	200	
18696 BULLSEYE	SAUCE: BBC BULK	0.00%	13	21	23	18	16	16	14	14	21	16	13	13	13	109	96	80
20788 MUSTARD: BULK BK	MUSTARD: BULK BK	0.00%	12	19	20	16	14	14	13	14	19	18	16	15	14	110	104	104
24340 BK	MAYONNAISE: BULK	0.00%	134	197	211	173	156	154	153	150	200	208	175	165	151	1184	1146	1122
24986 7.75" BK	STRAW: WRAPPED	0.00%	21	33	34	27	25	24	24	24	34	33	27	24	24	189	179	186
26318 BULLBK	FORK: WRAPPED	0.00%	10	11	12	10	9	8	9	11	12	11	10	9	9	70	71	56
25452 BULL BK	KNIFE: WRAPPED	0.00%	3	3	3	3	2	2	2	3	3	3	3	2	2	18	15	8
27682 IN BOX	KETCHUP: BULK BAG	0.00%	88	134	142	116	104	102	101	100	136	138	116	108	102	796	771	776
27680 10g BK	KETCHUP: PACKETS	0.00%	127	194	205	160	143	142	139	144	197	197	160	142	140	1112	1070	1078

Internet

Done

FIG. 53

Local DC Promotion Forecast Report - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Address: http://test.rsilink.com/dc/d_rptpromotiondetail.asp?dc=26576

Links Help

REINHART - CEDAR RAPIDS, IA

Local Promotion Summary by DC

Tuesday, October 24, 2000

5400

Printer Friendly Version

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HOME

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32 oz. Motor Cup

Local Promotion Option	DCI	Start Date	Projected Dry Usage	Duration (In Weeks)	Participating Rest Count	Non-Participating Restaurants
Chicago, IL	5/1/00	85	99	8	8	
Davenport-R-Moline, IA	6/1/00	85	32	17		
Des Moines-Ames, IA	7/1/00	85	17	28		
Omaha, NE	7/1/00	85	17	50		
Peoria, IL	6/1/00	85	99	17		
Sioux City, IA	6/28/00	85	99	10		
Springfield-Decatur-Chmpg, IL	6/1/00	85	99	1		
32 oz. Motor Cup Total					131	
Big King	Cedar Rapids-Matador-Dubq, IA	4/15/00	99	19		
	Davenport-R-Moline, IA	4/15/00	99	17		
	Ottumwa-Kinnelle, IA	4/15/00	99	3		
Big King Total					39	
Pancake Minis	Chicago, IL	5/15/00	20	99	8	
	Peoria, IL	5/1/00	20	99	17	
	Sioux City, IA	4/15/00	20	99	10	
Pancake Minis Total					35	

Done Internet

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FIG. 54

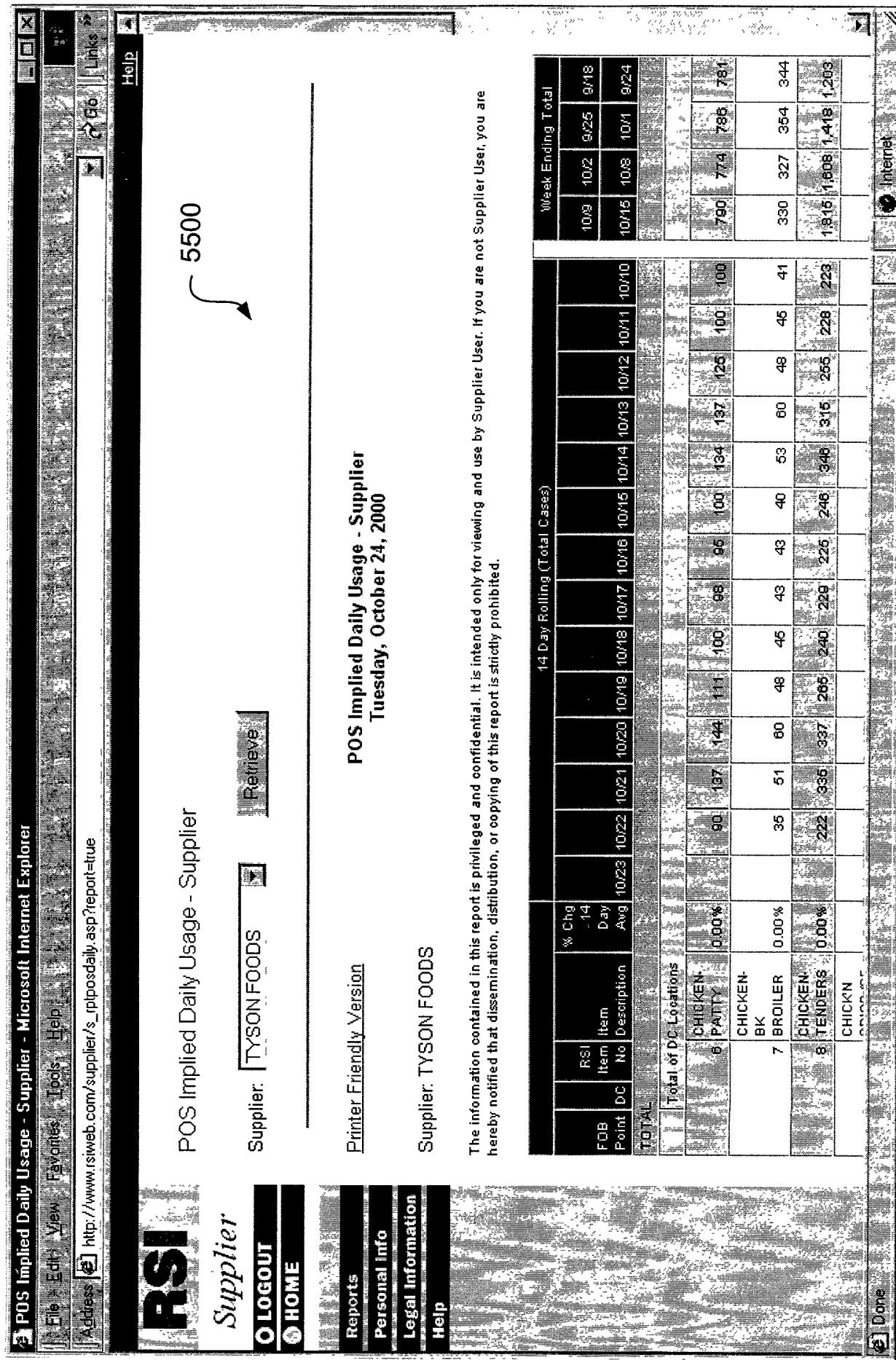


FIG. 55

Restaurant Landed Cost Verification Report - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Address Links Help

RSI Landed Cost Report

Member Restaurant Number: Date: Retrieve

Logout Home

Franchisee Reports Personal Info Legal Information Help

Printer Friendly Version Restaurant Landed Cost Verification Report

Report Date: Sunday, October 22, 2000
 Restaurant Number: 0003473
 Distribution Center: REINHART - CEDAR RAPIDS, IA

The information contained in this report is privileged and confidential. It is intended only for viewing and use by Franchisee User. If you are not Franchisee User, you are hereby notified that dissemination, distribution, or copying of this report is strictly prohibited.

RSI Item No	RSI Item No	RSI Item Description	DC Cost	Markup	Rest Cost
100340	4439	REGISTER TAPE THERMAL 2.25" X 165'	\$21.27	\$1.57	\$22.84
12880	3586	SUGAR SUBSTITUTE-PINK PKT 2000 CT	\$5.87	\$1.57	\$7.44
18888	388	SAUCE BULK KRAFT BULLSEYE	\$24.43	\$1.57	\$26.00
19432	4473	COFFEE-FOLGERS REGULAR	\$44.50	\$1.57	\$46.07
20758	67	MUSTARD-BULK 64OZ	\$6.46	\$1.67	\$8.02
20940	4281	WRAP-LOCAL OPTION	\$29.78	\$1.57	\$31.35
24340	66	SAUCE BULK MAYONNAISE	\$7.51	\$1.57	\$9.38
24500	4270	WATER-ICE MOUNTAIN 5L	\$6.41	\$1.57	\$7.98

Done

FIG. 56

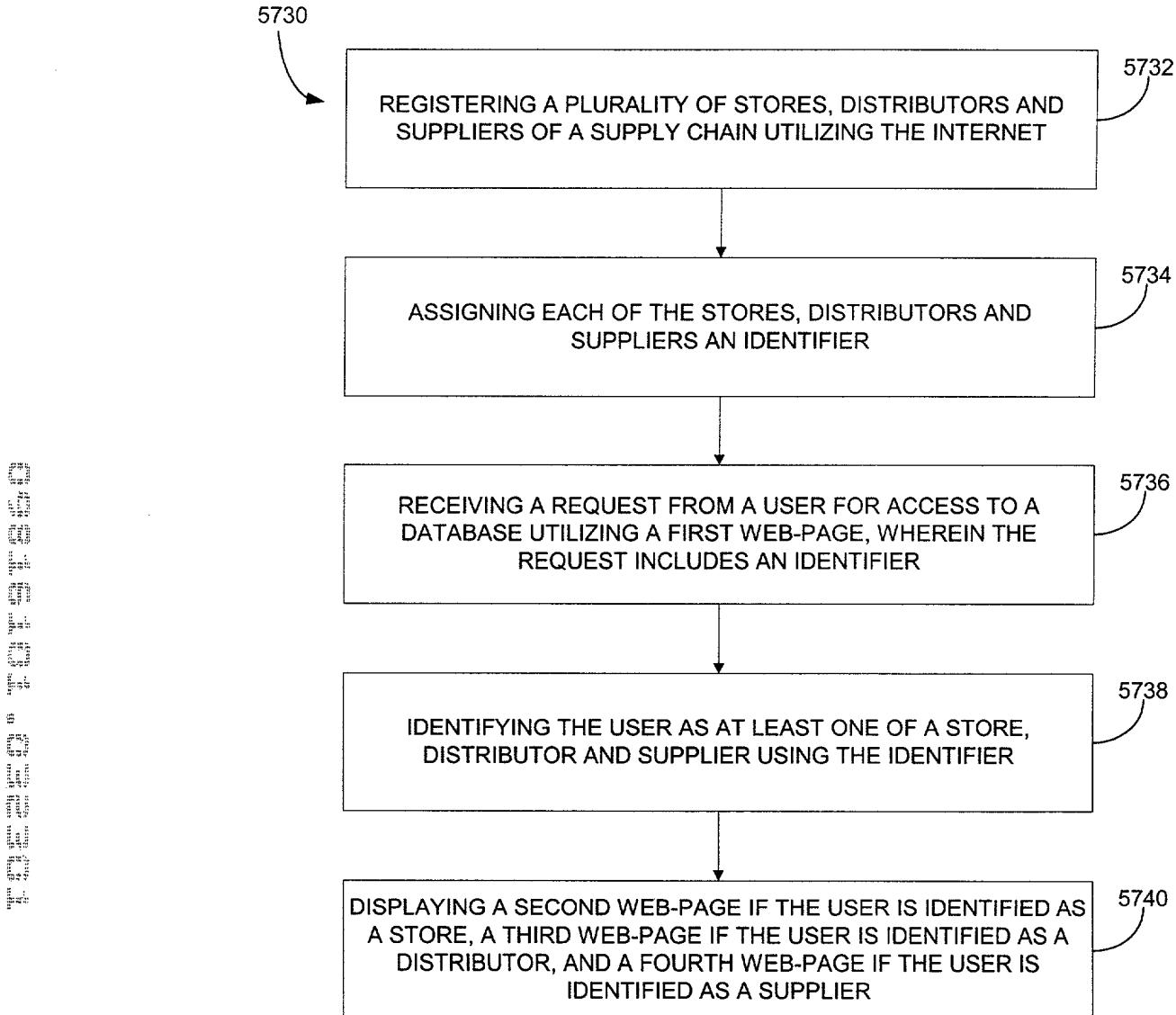


FIG. 57

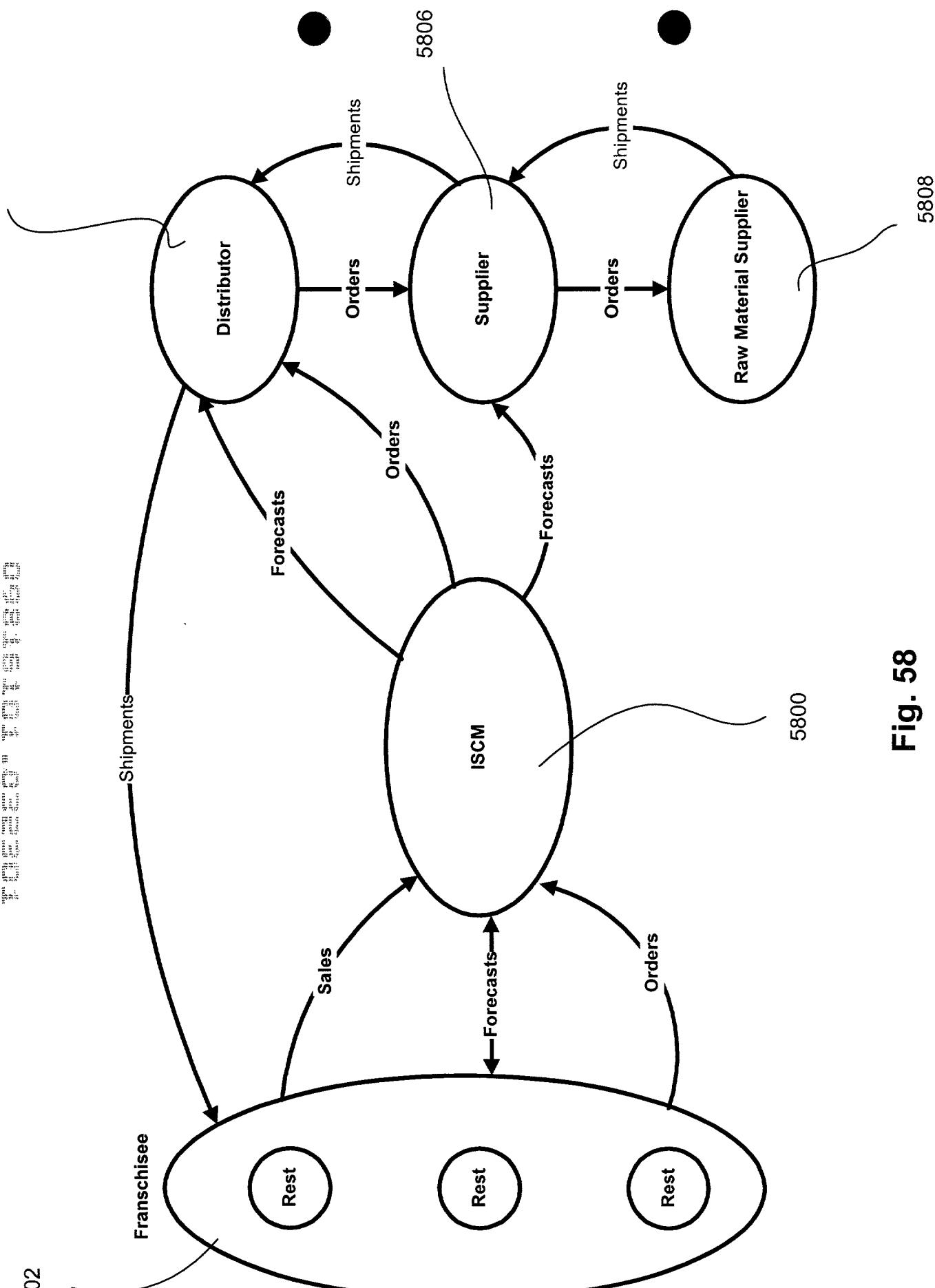


Fig. 58

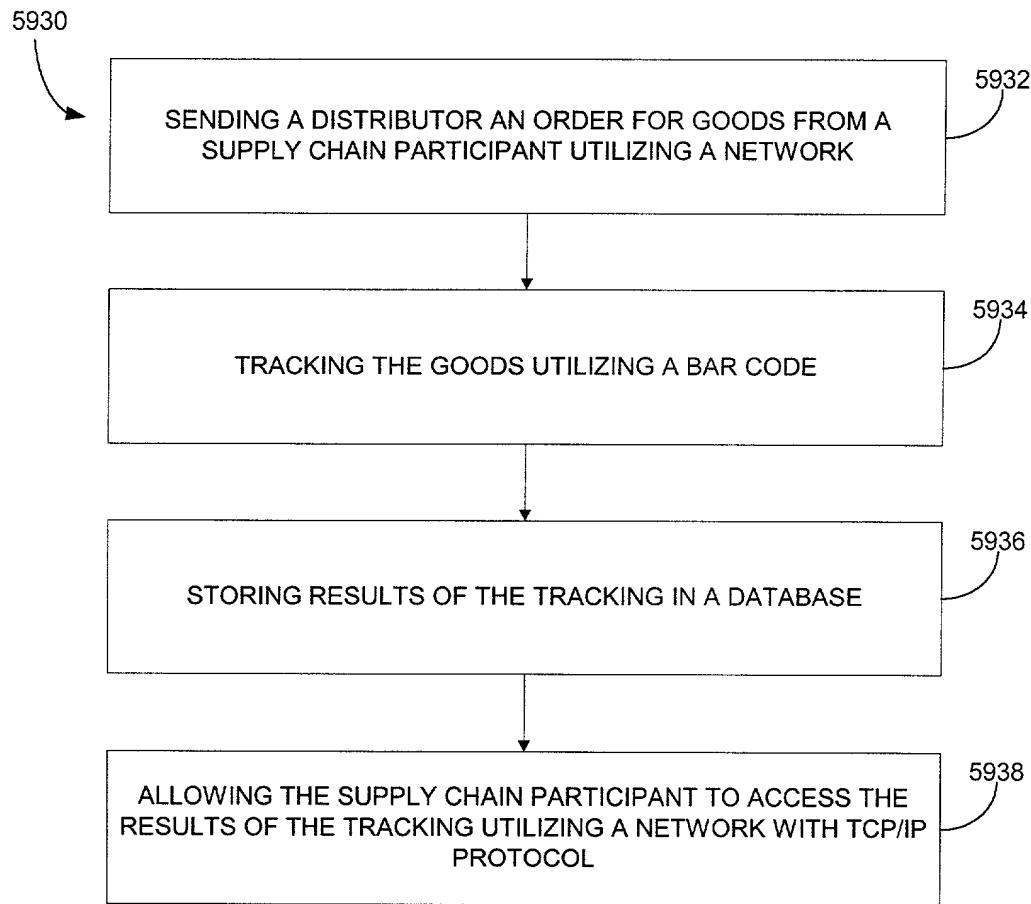
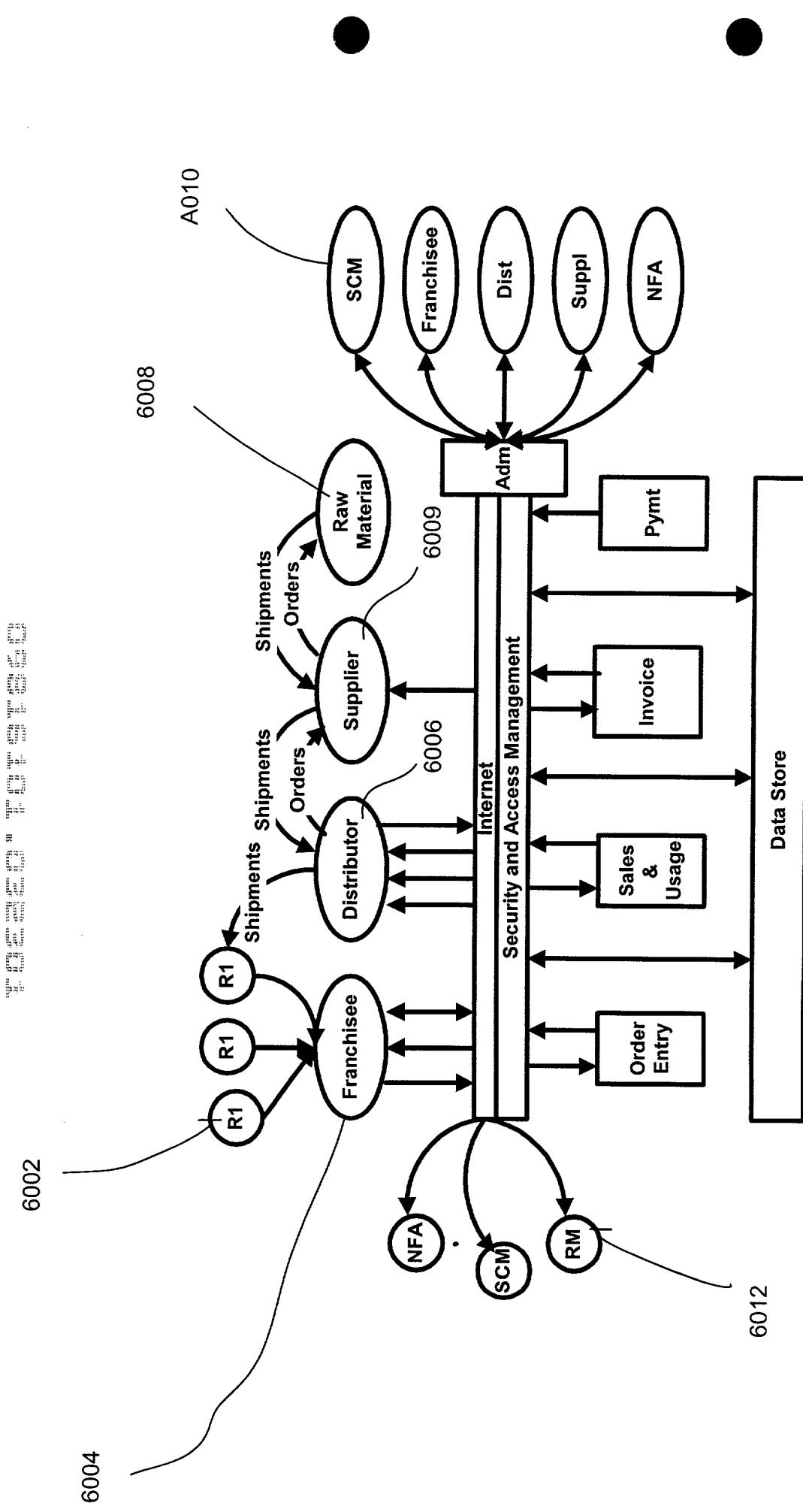


FIG. 59

Fig. 60



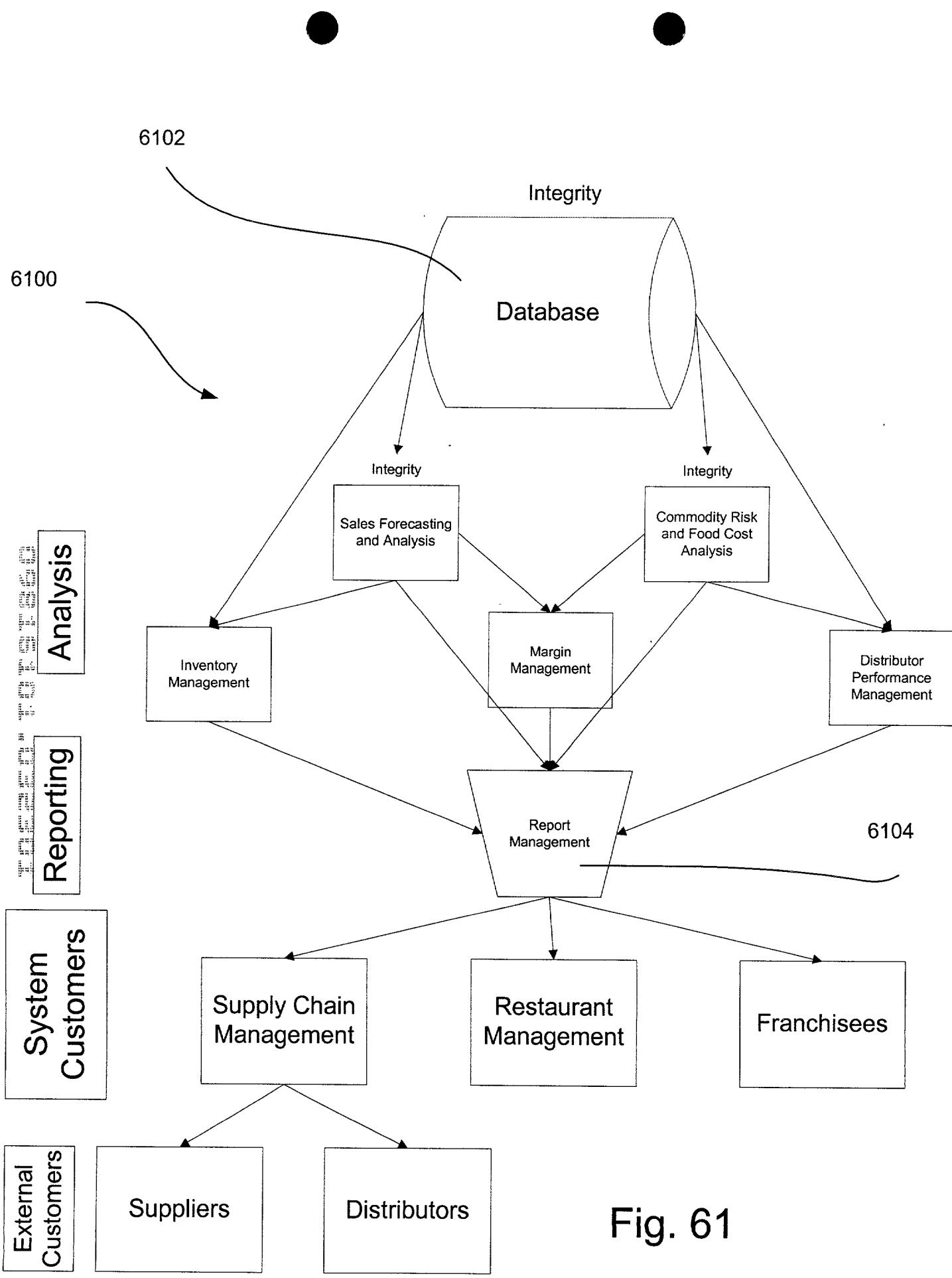


Fig. 61

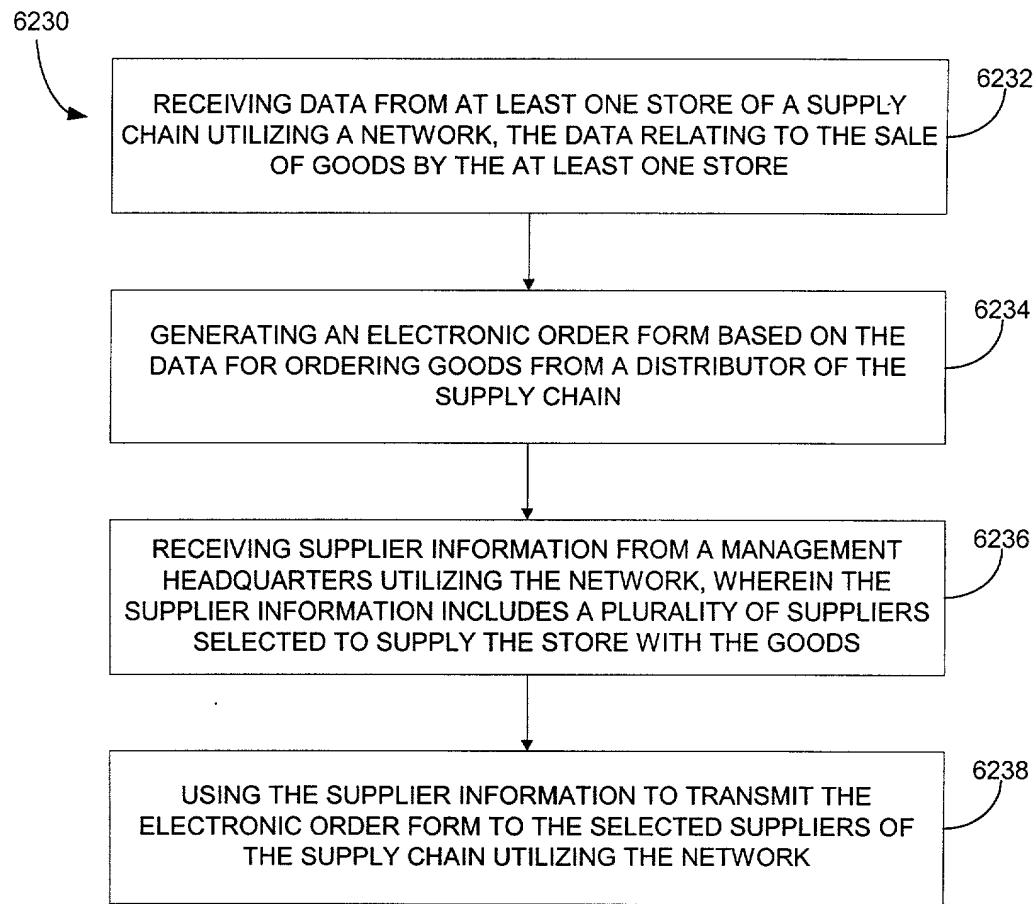


FIG. 62

6300

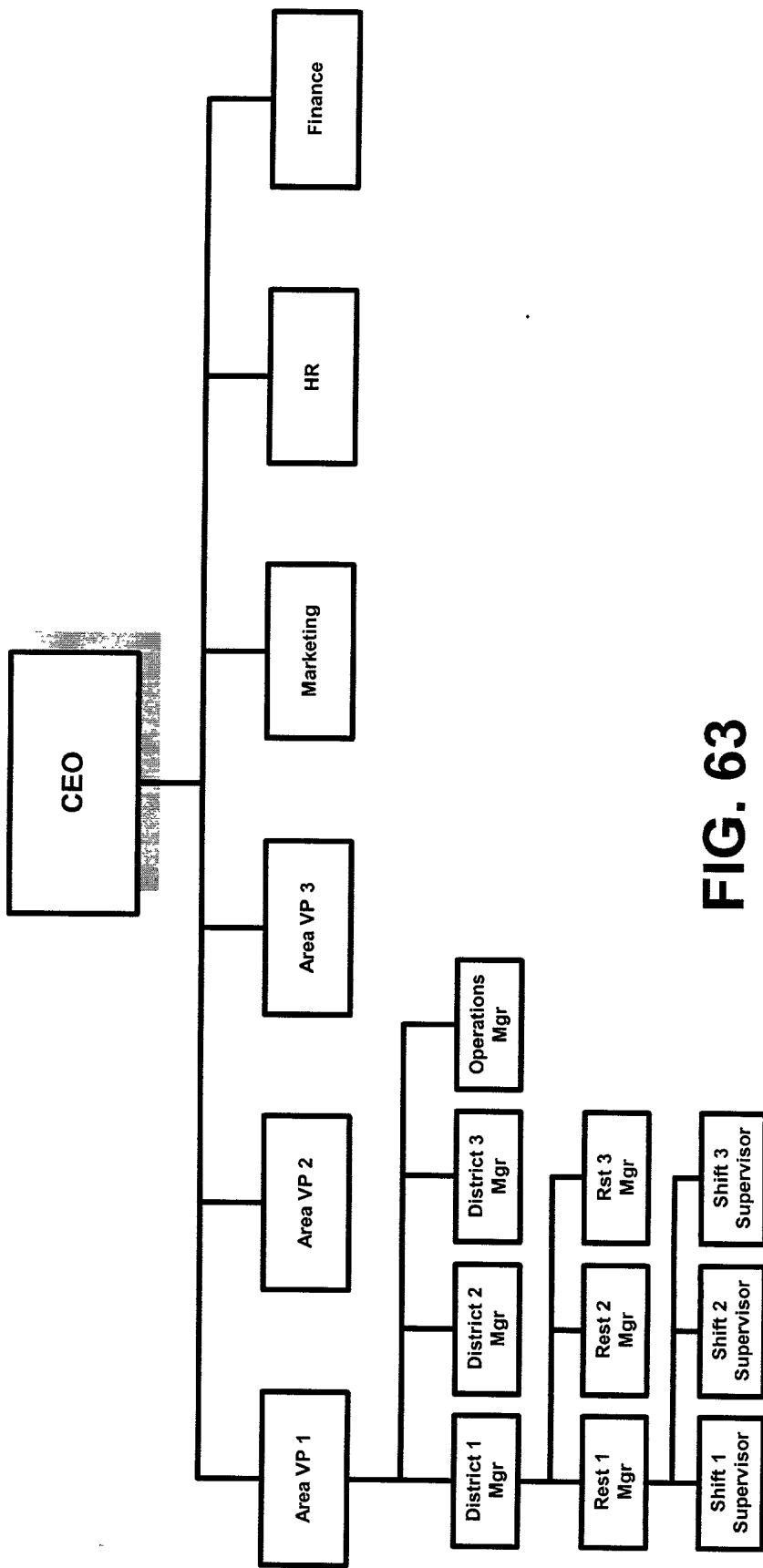


FIG. 63

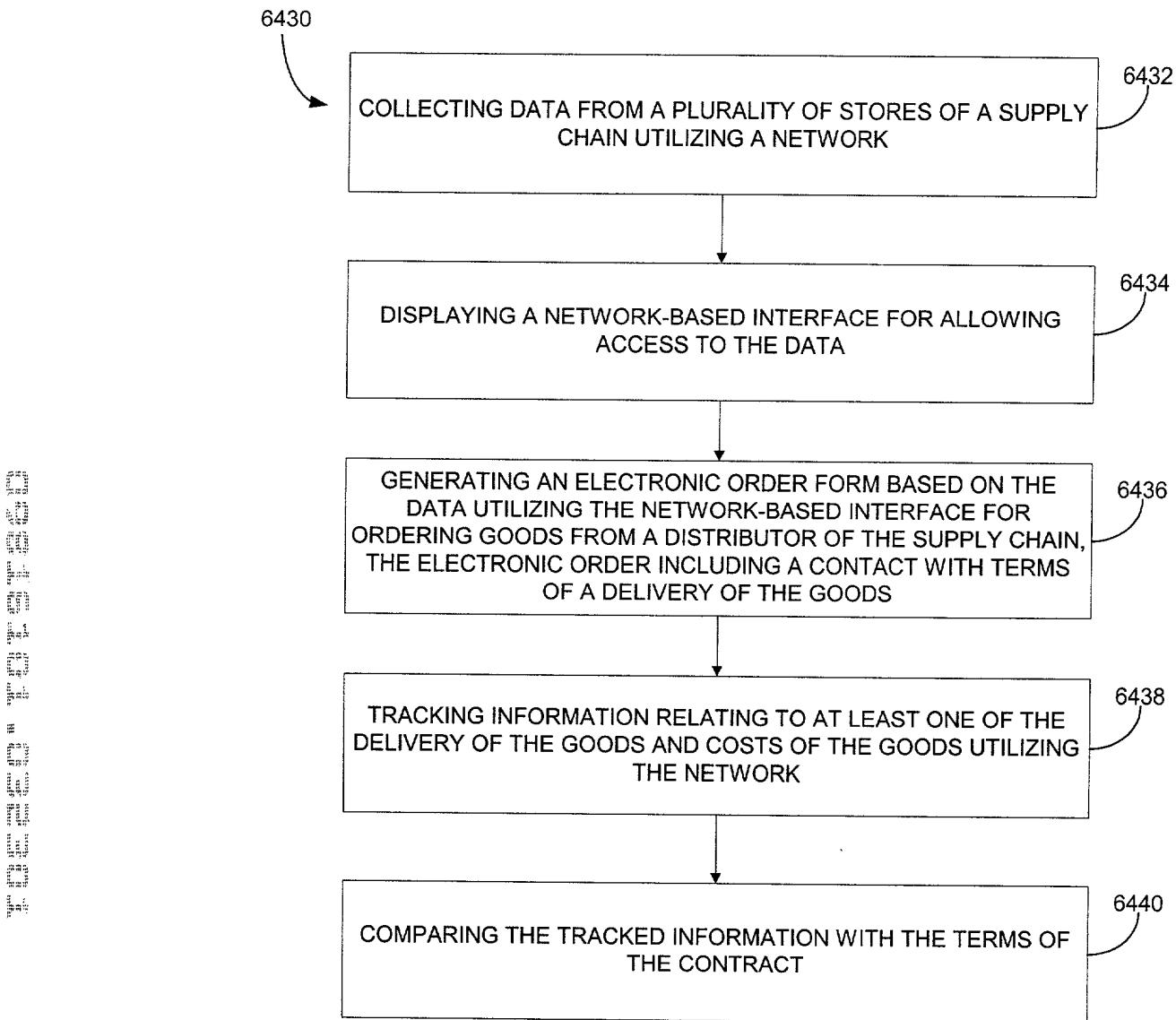


FIG. 64

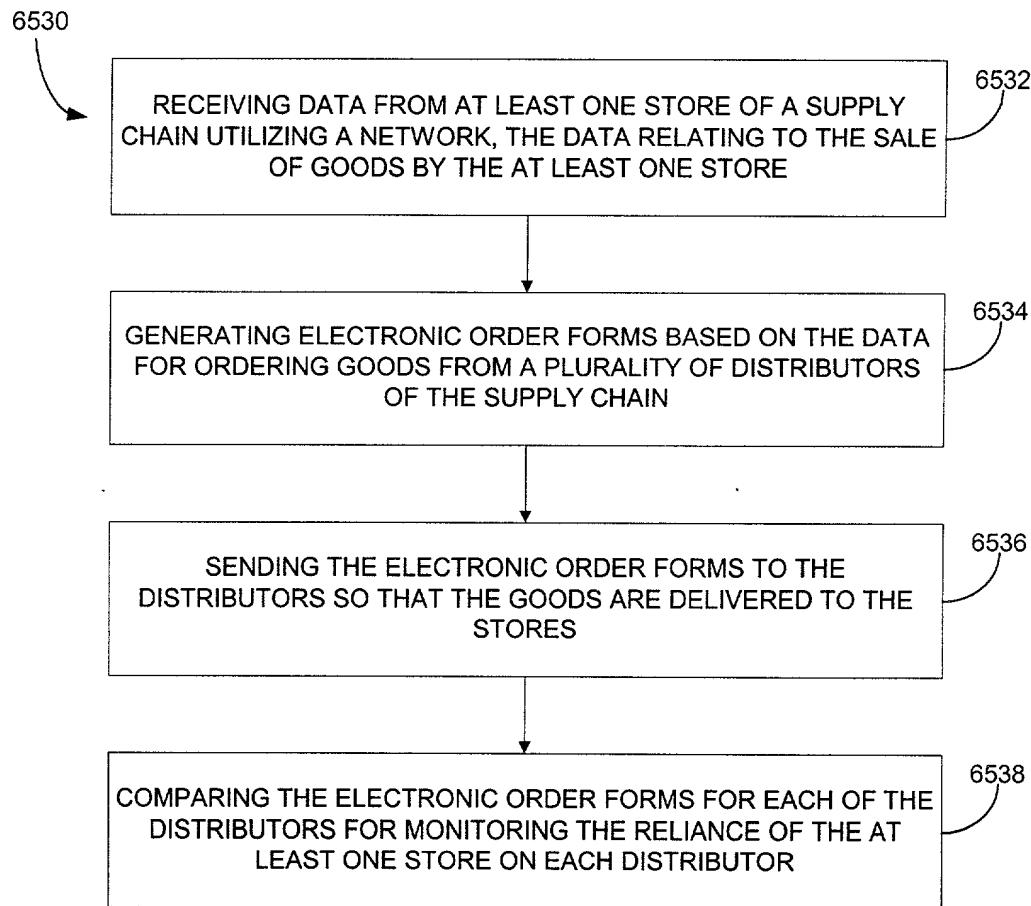


FIG. 65

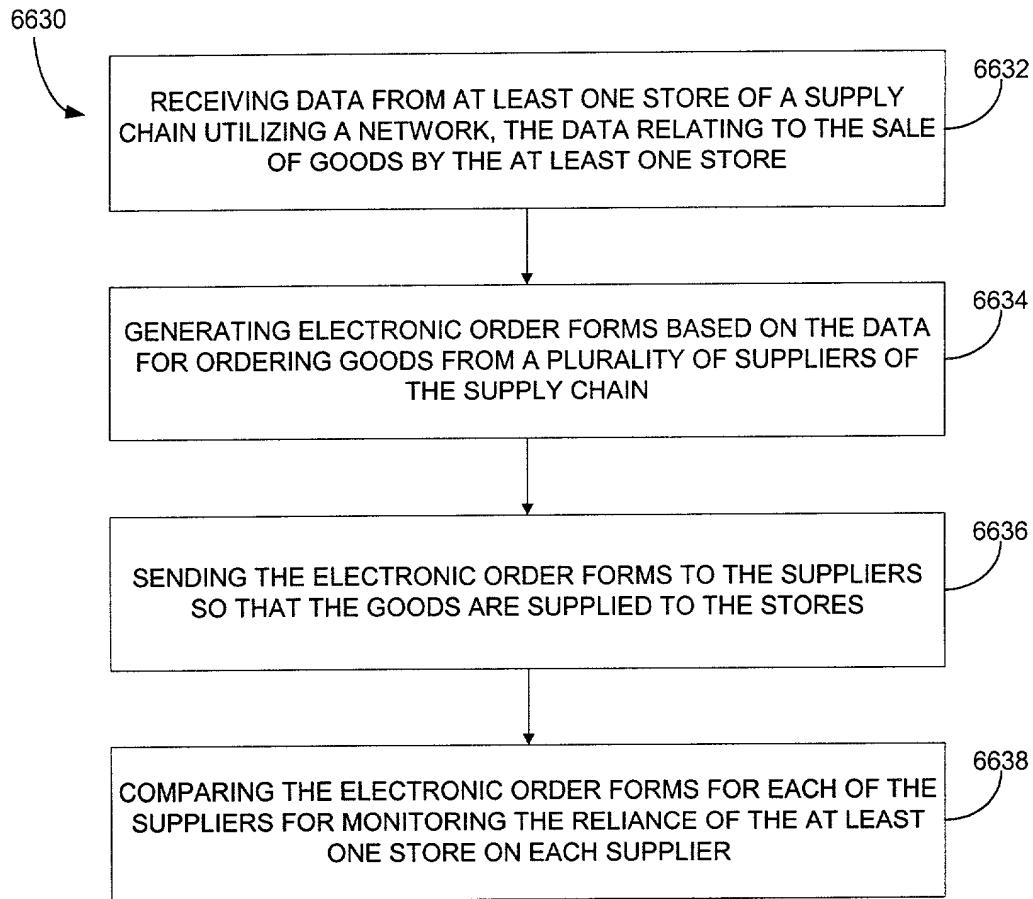


FIG. 66

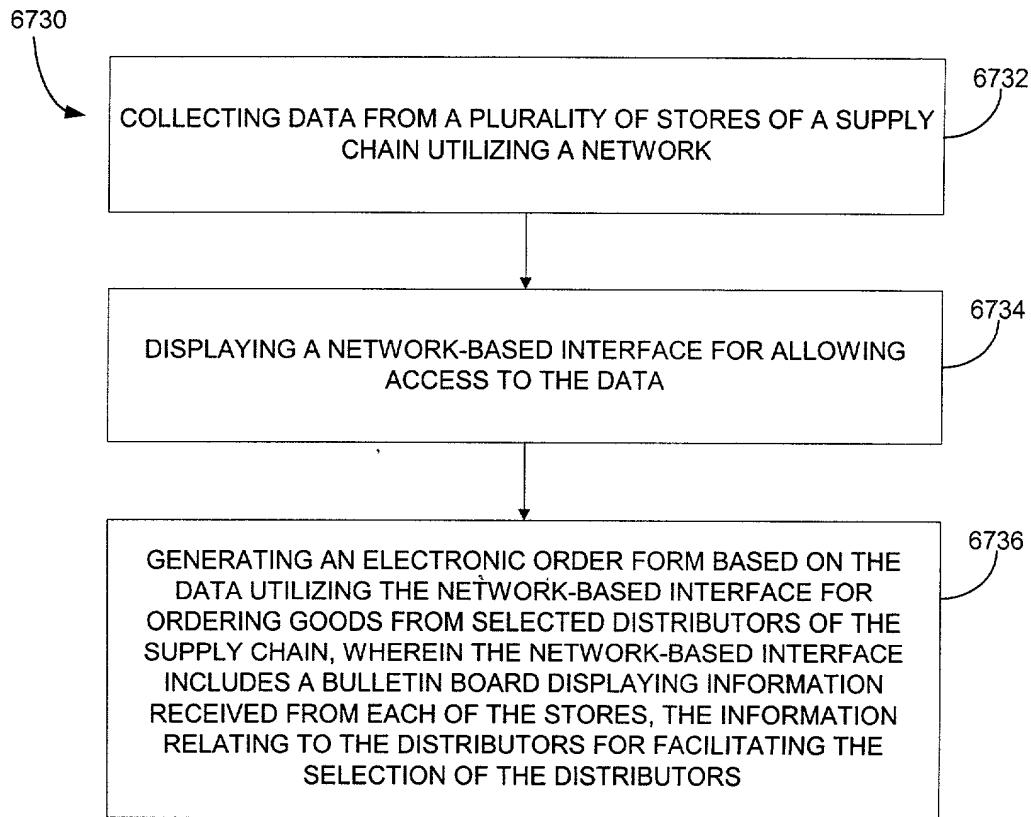


FIG. 67

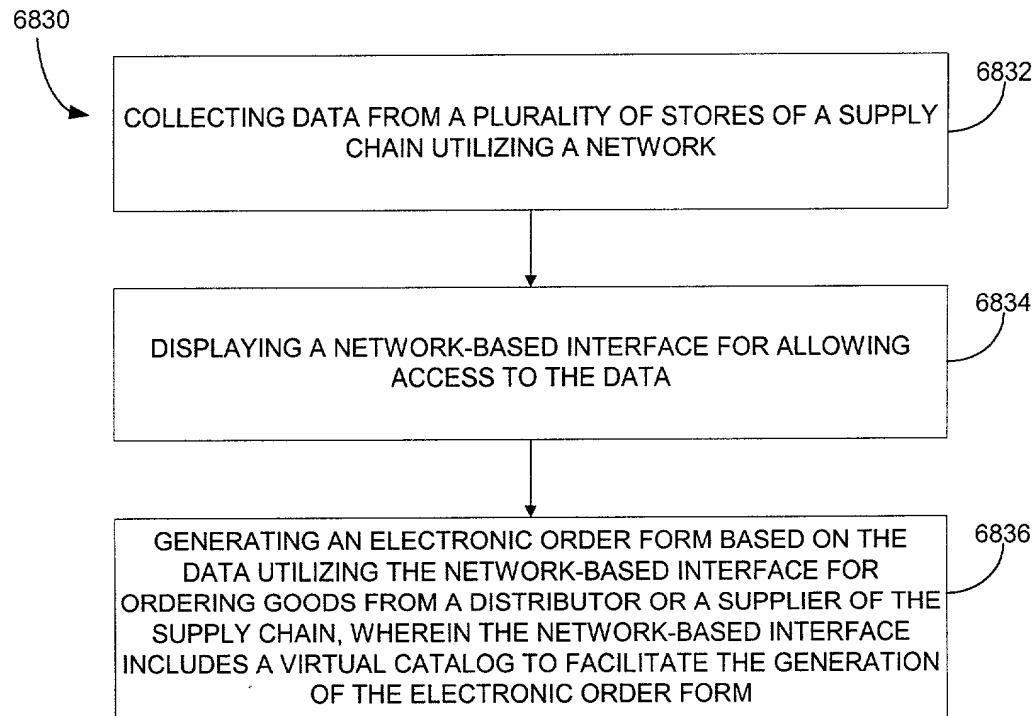
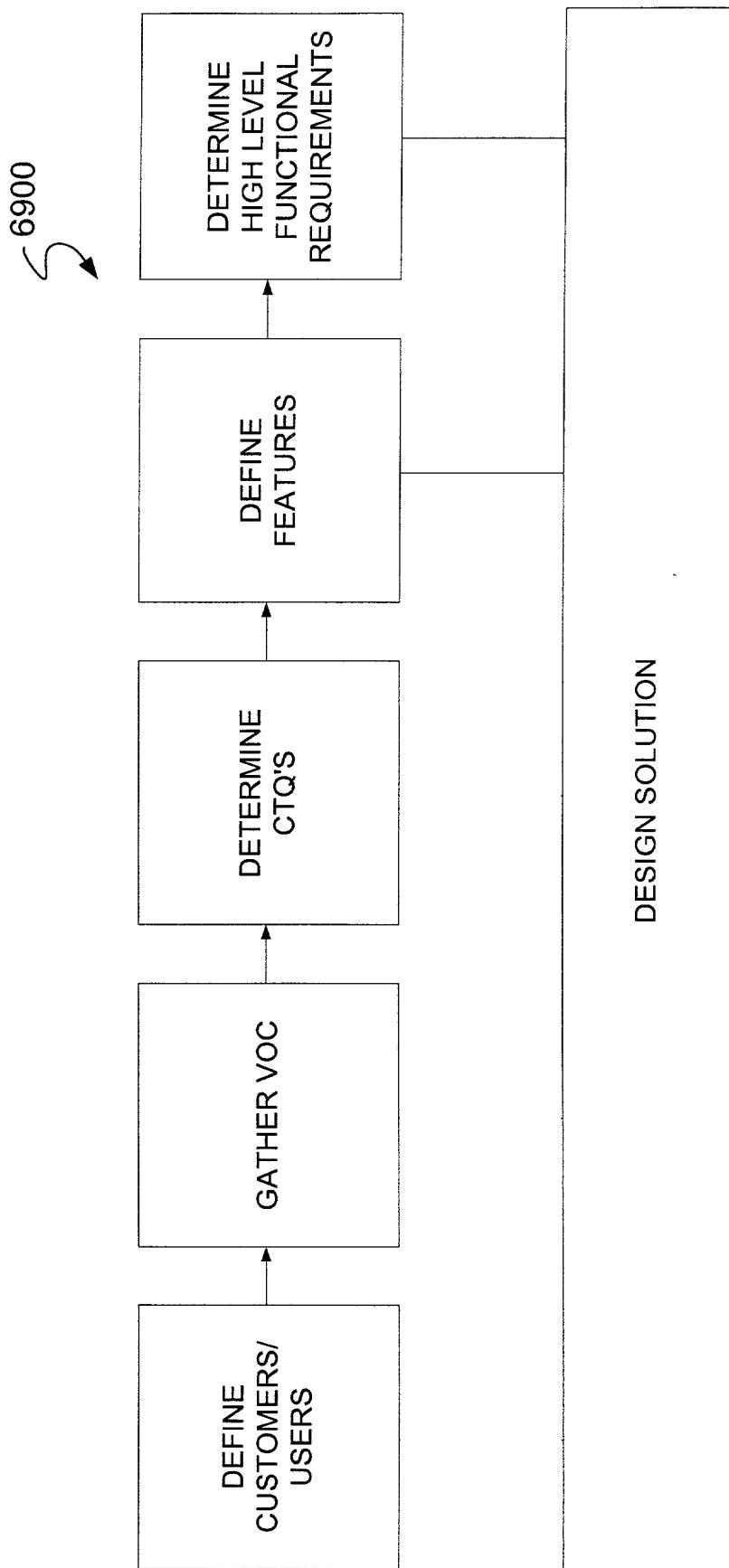


FIG. 68

FIG. 69



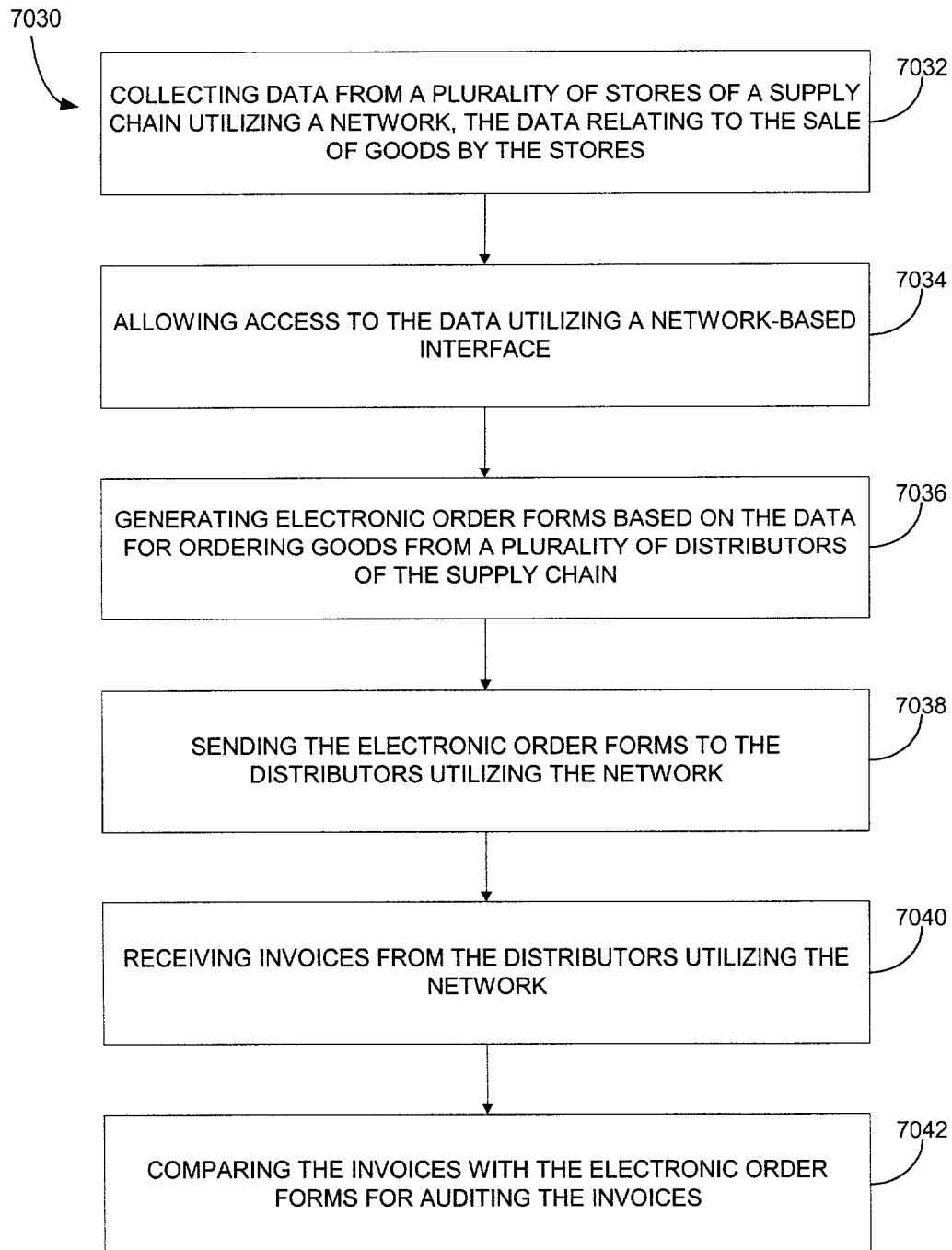


FIG. 70

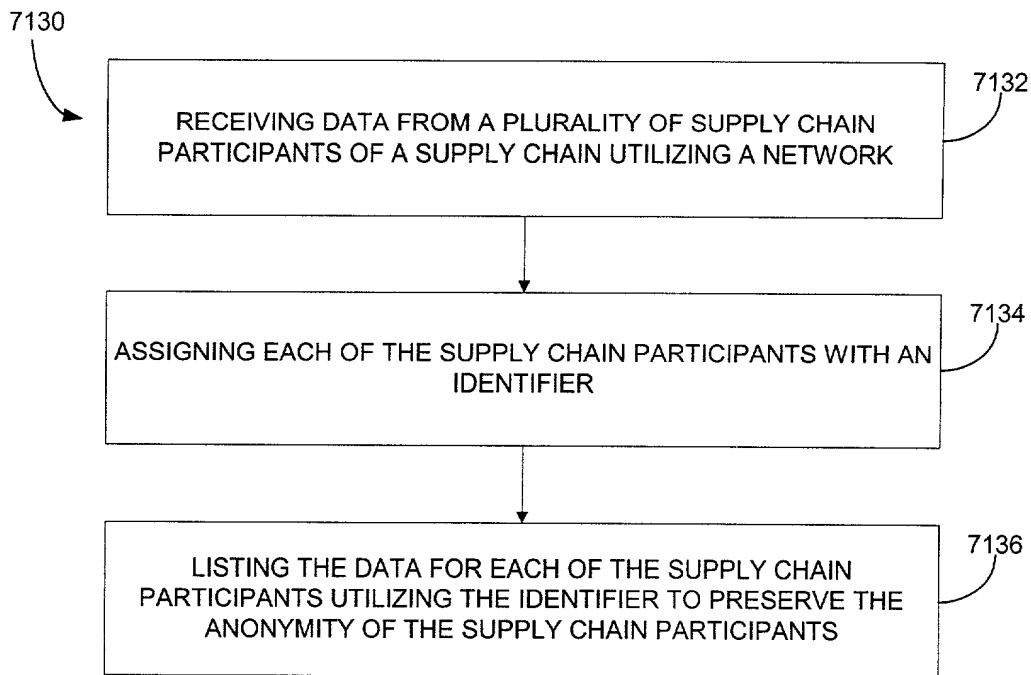


FIG. 71

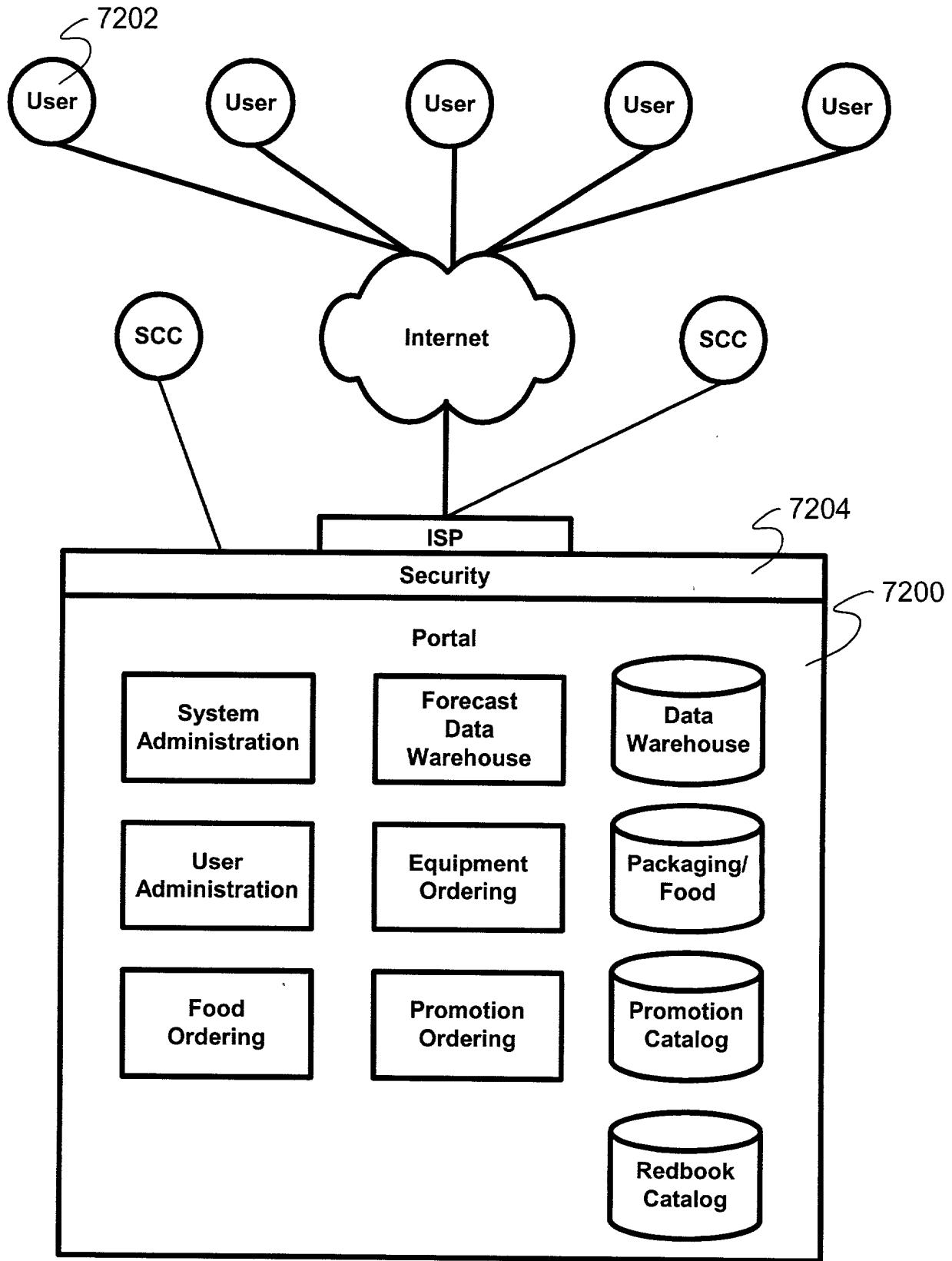


FIG. 72

FIG. 73

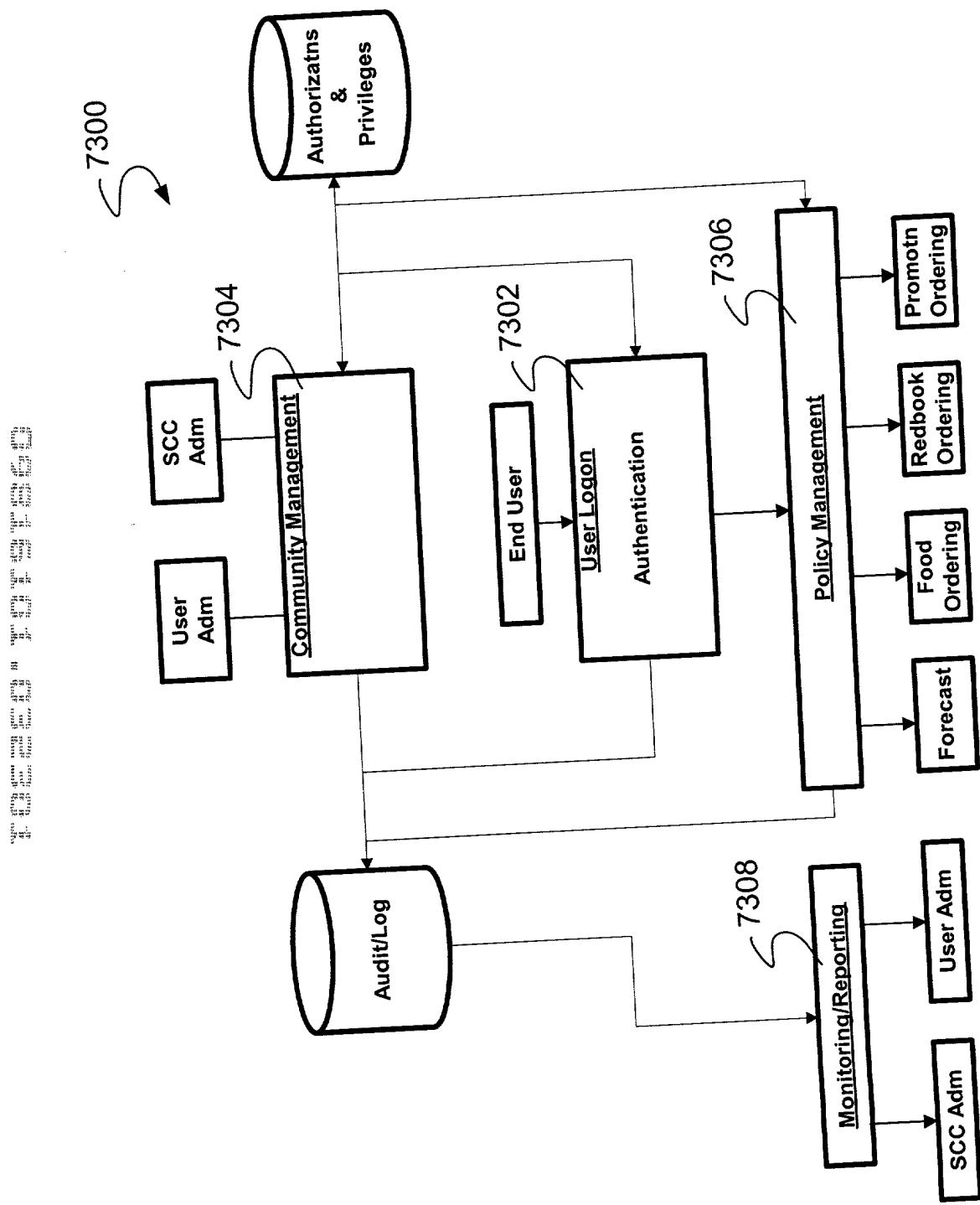
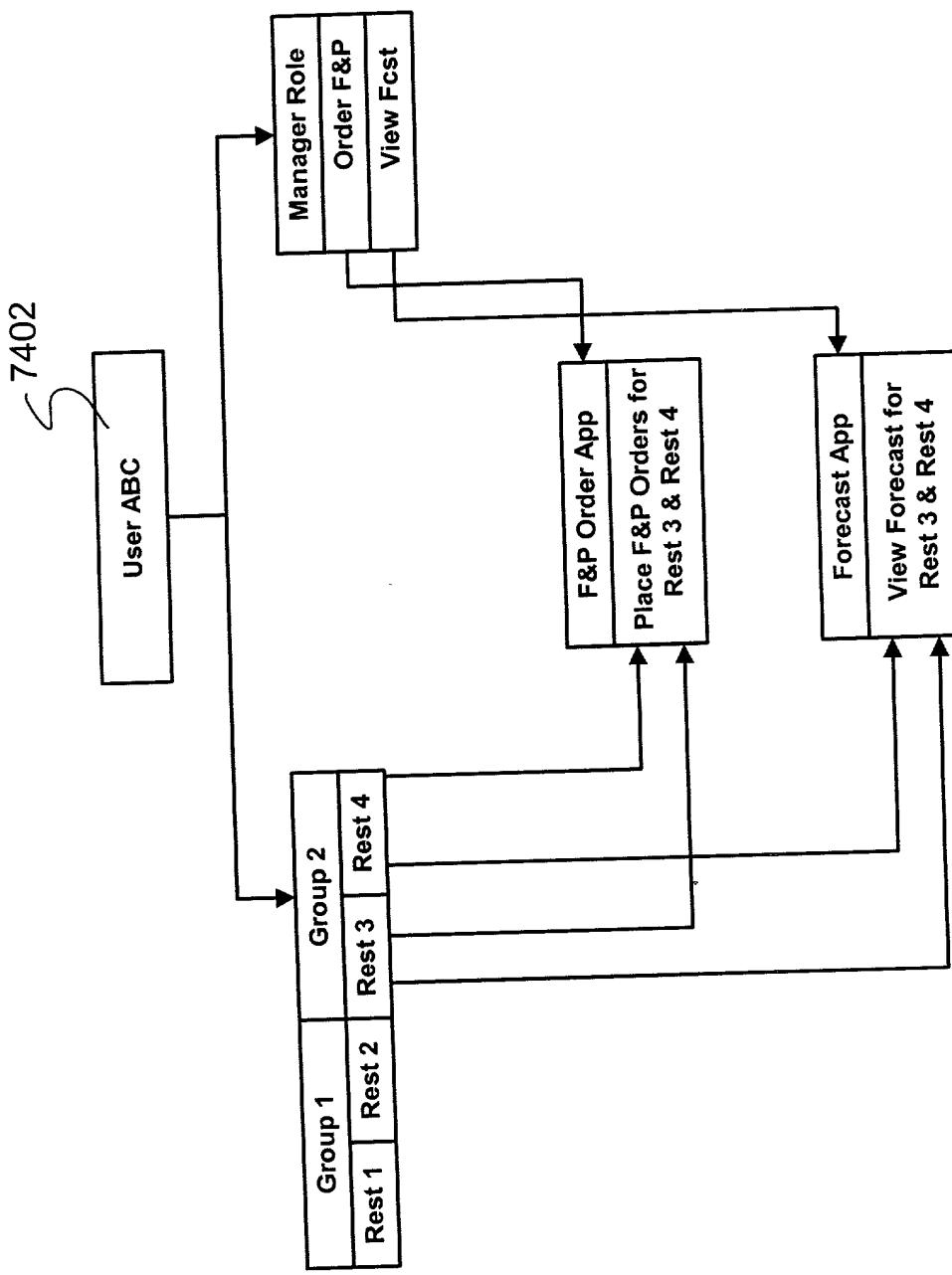


FIG. 74



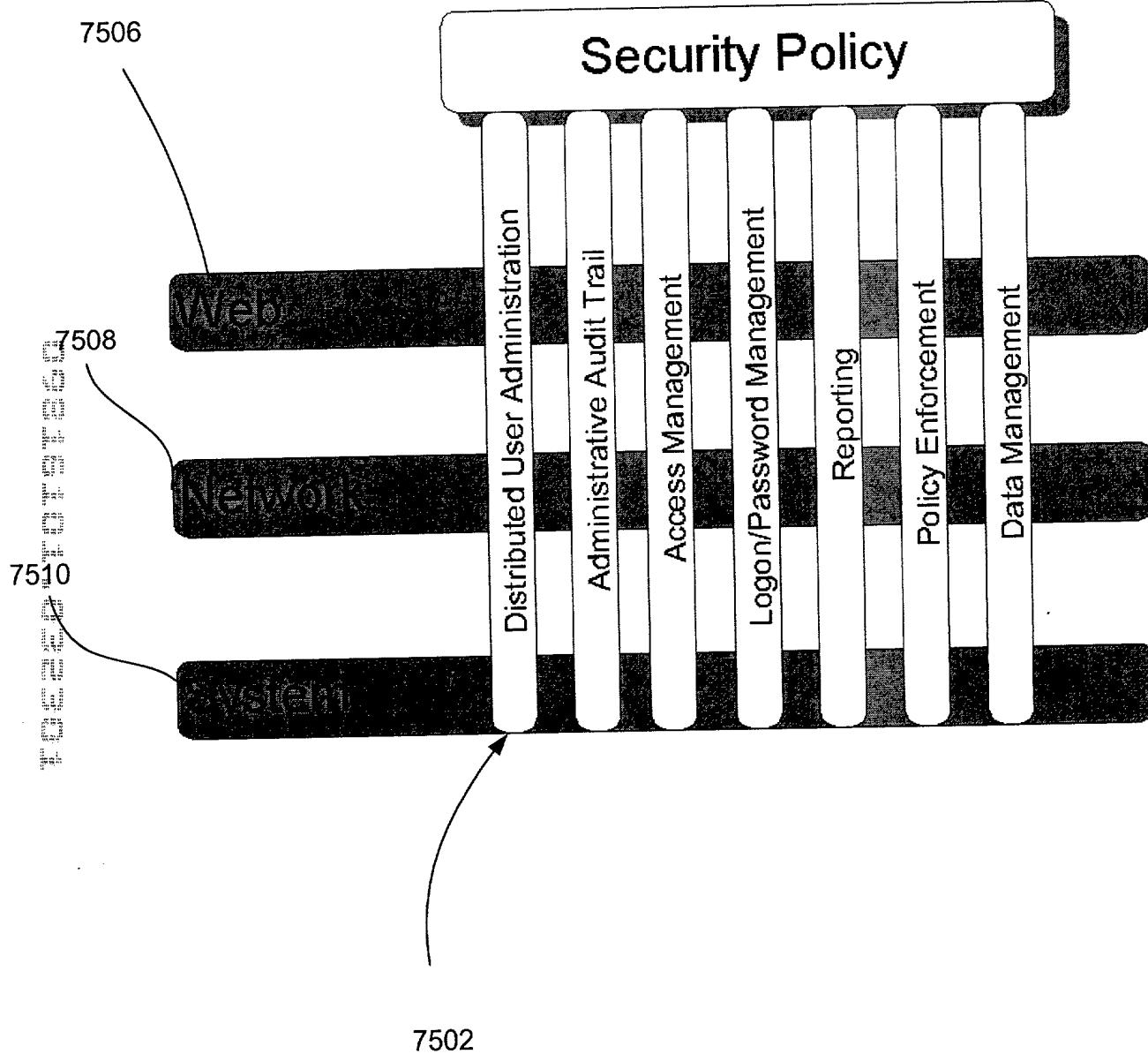


Fig. 75

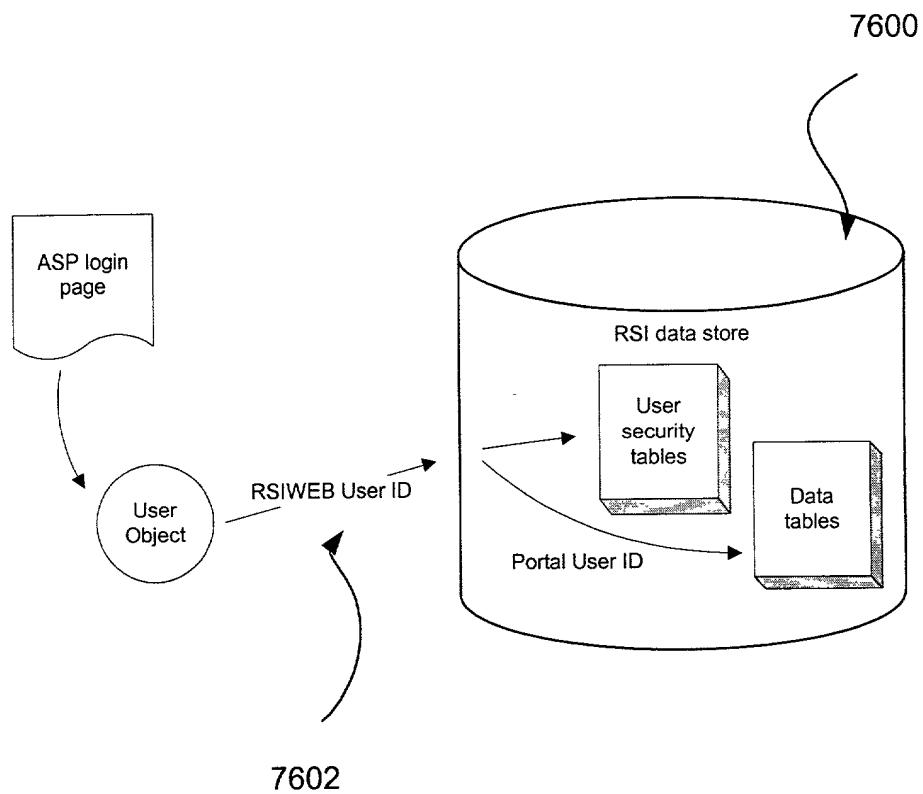


Fig. 76

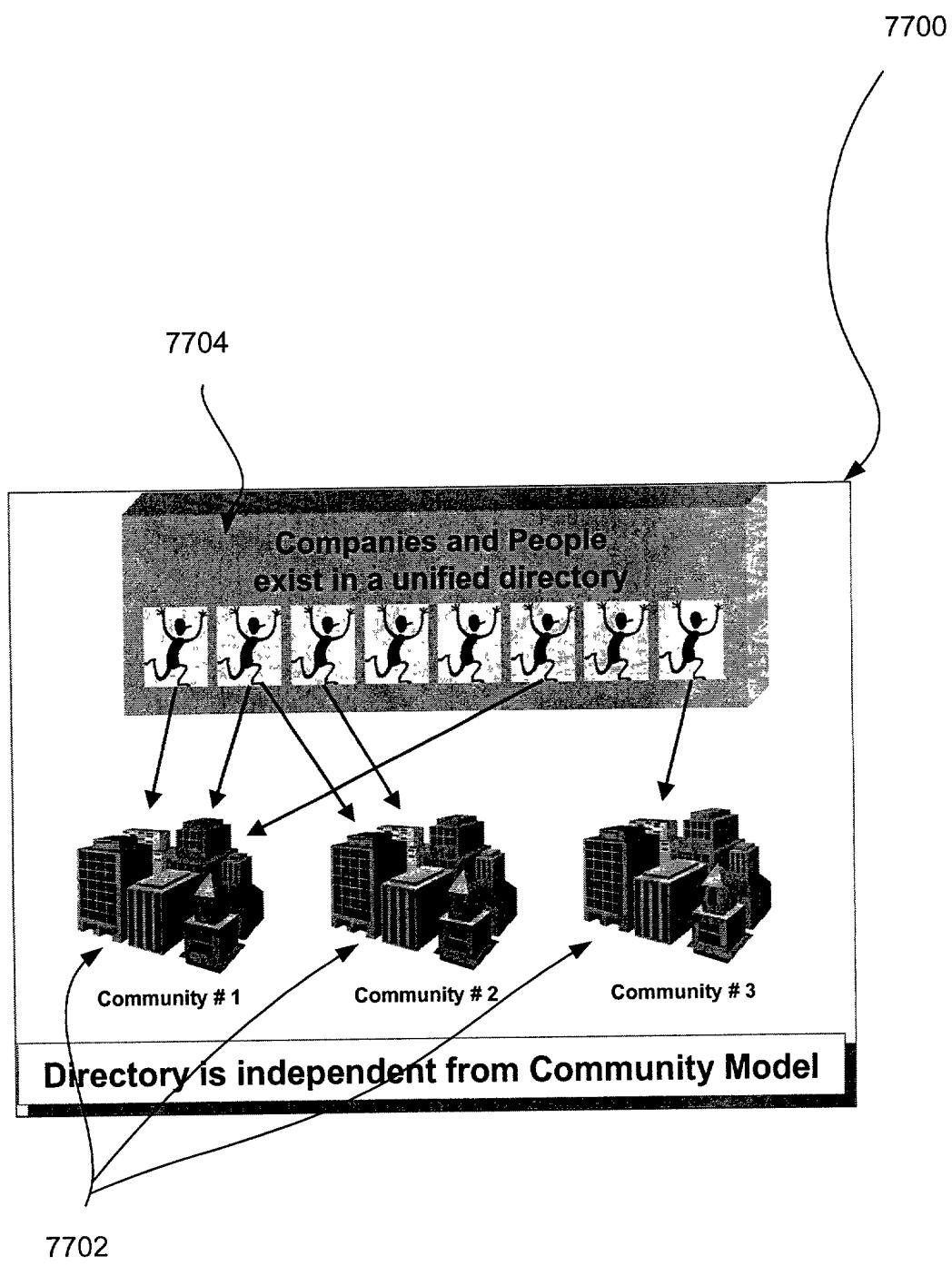


Fig. 77

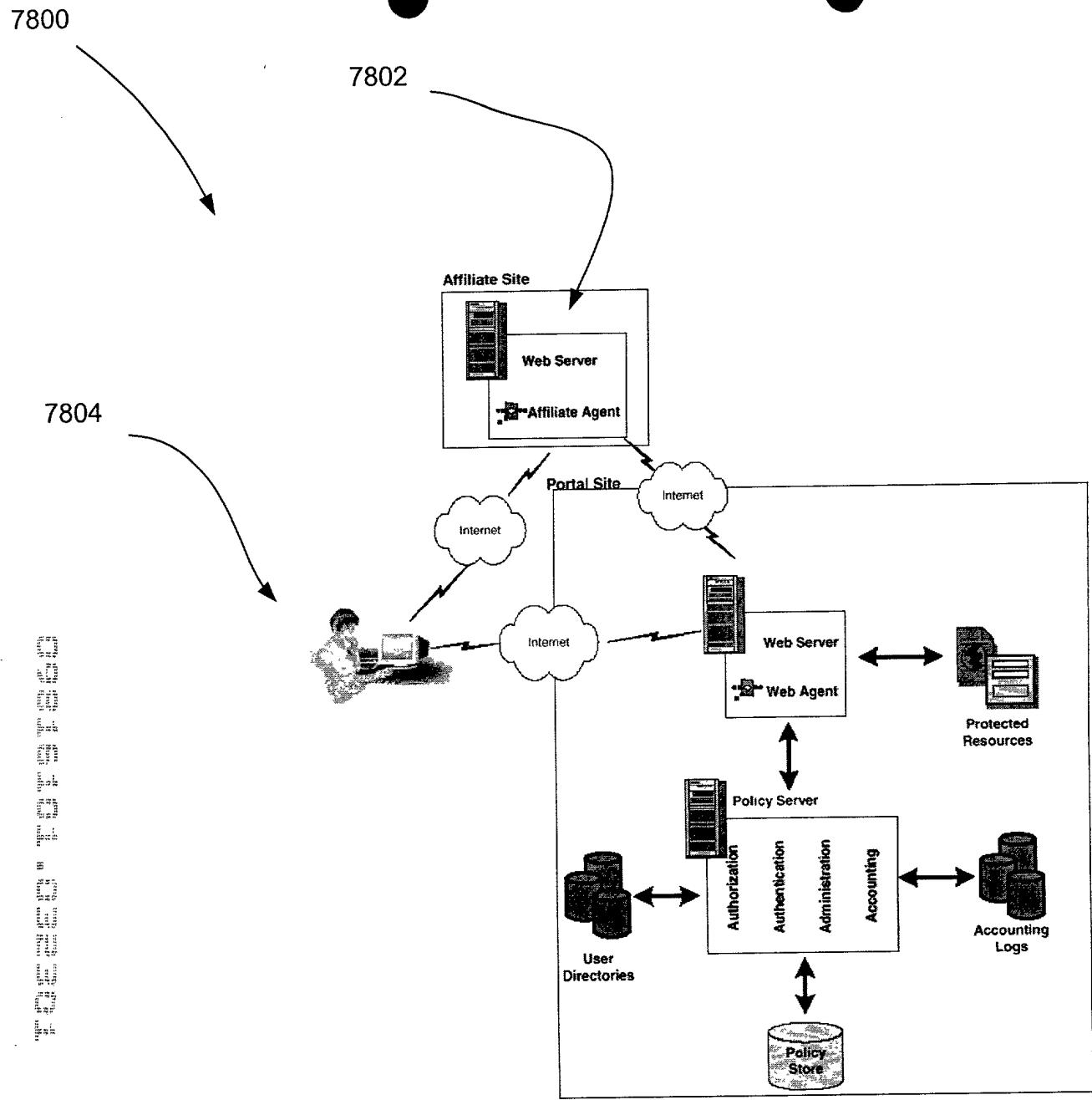


Fig. 78

7900



7902

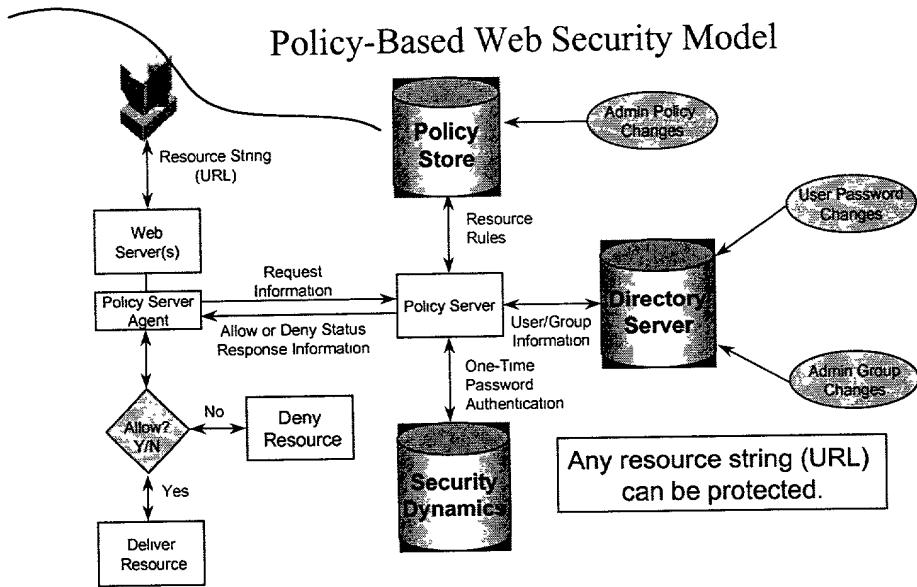


Fig. 79

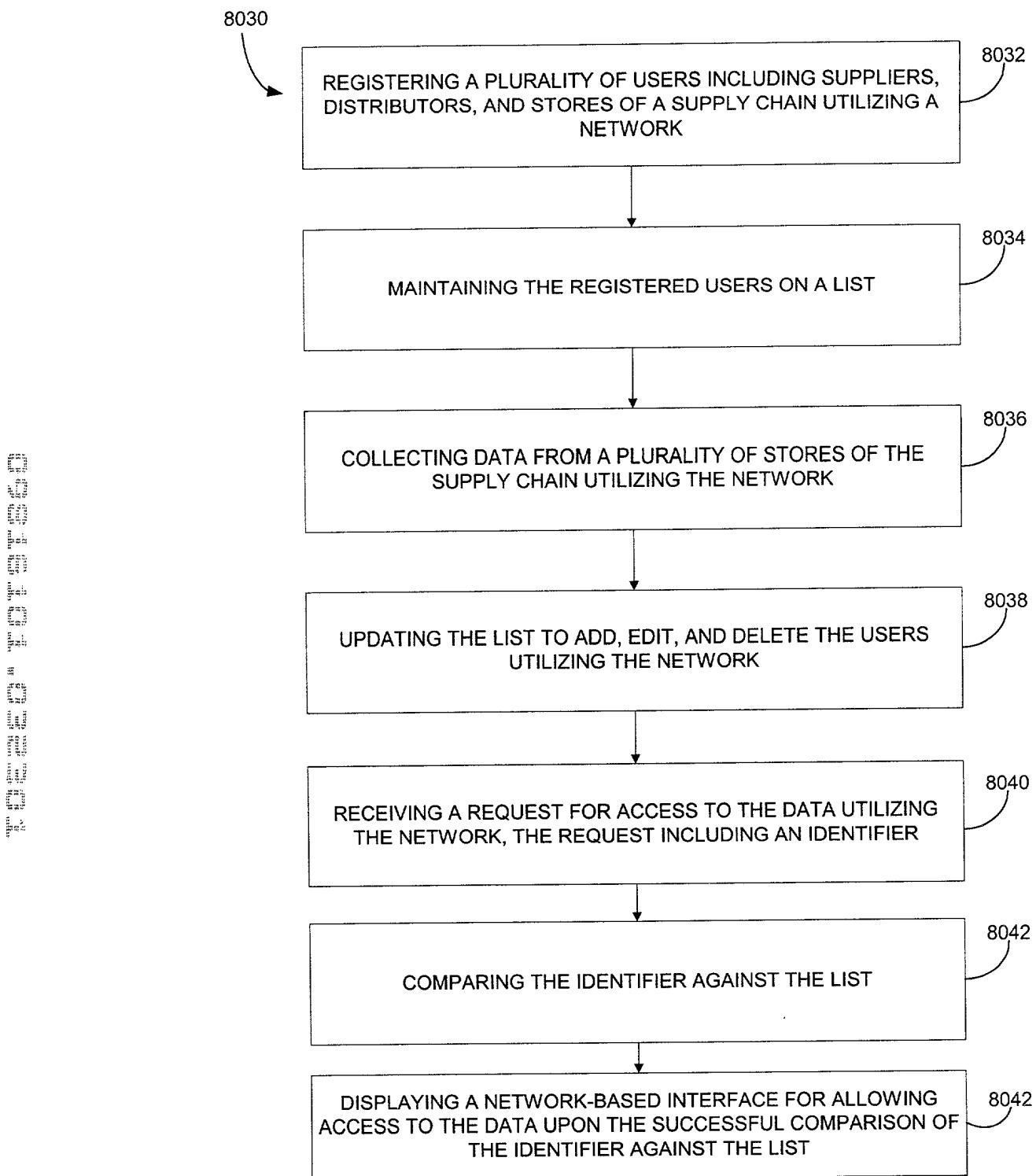


FIG. 80

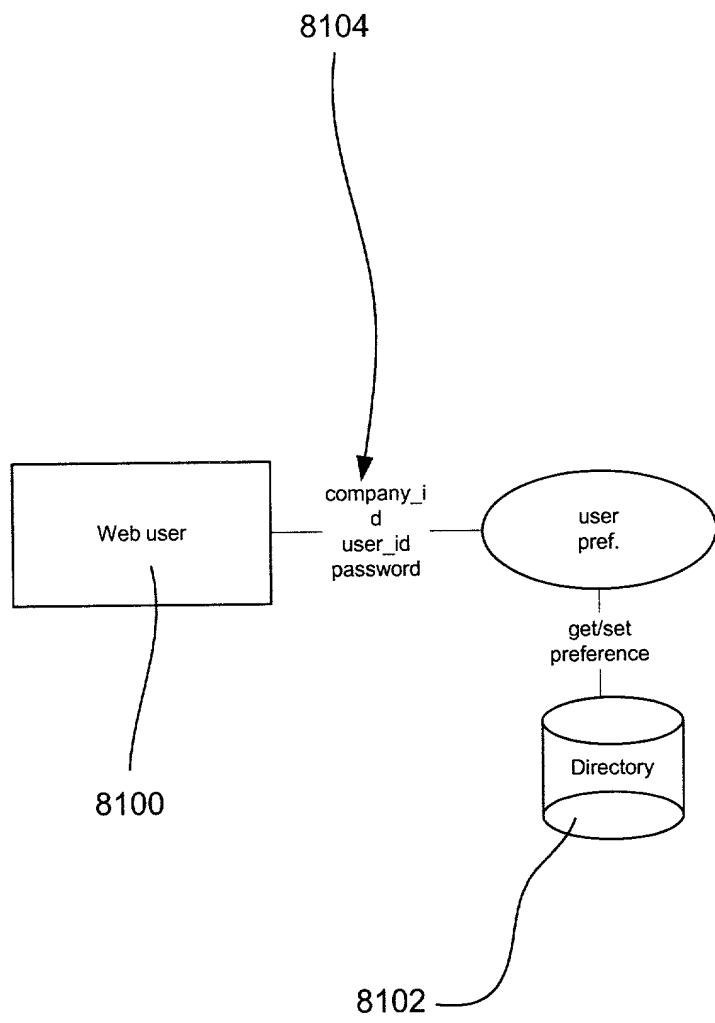


Fig. 81

8200

8202

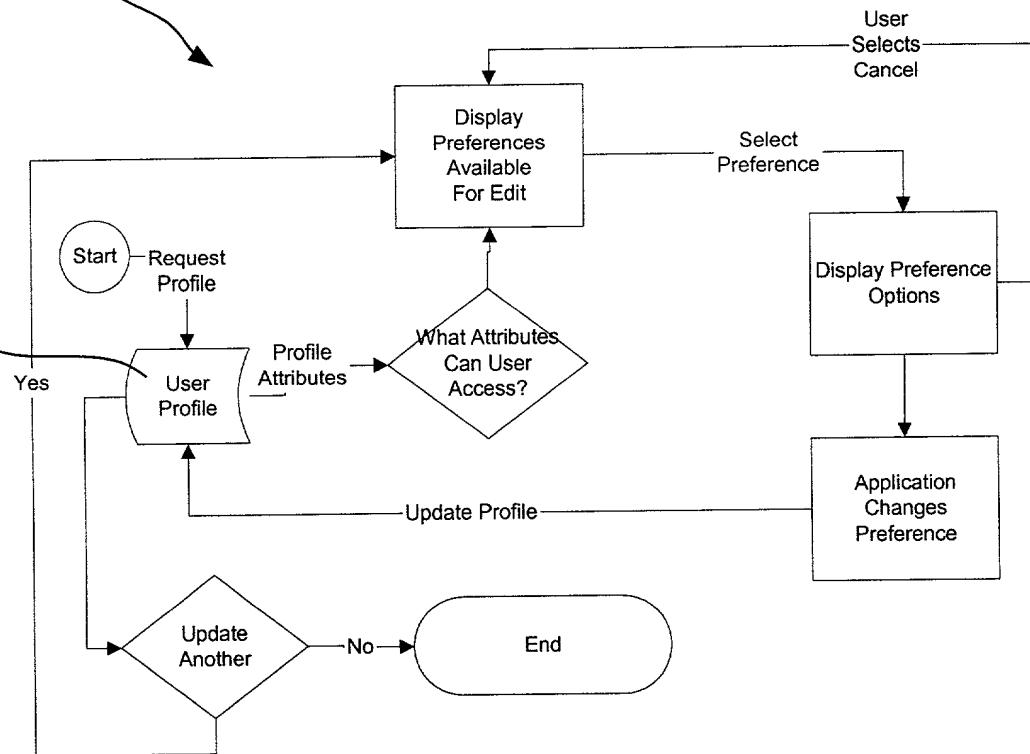
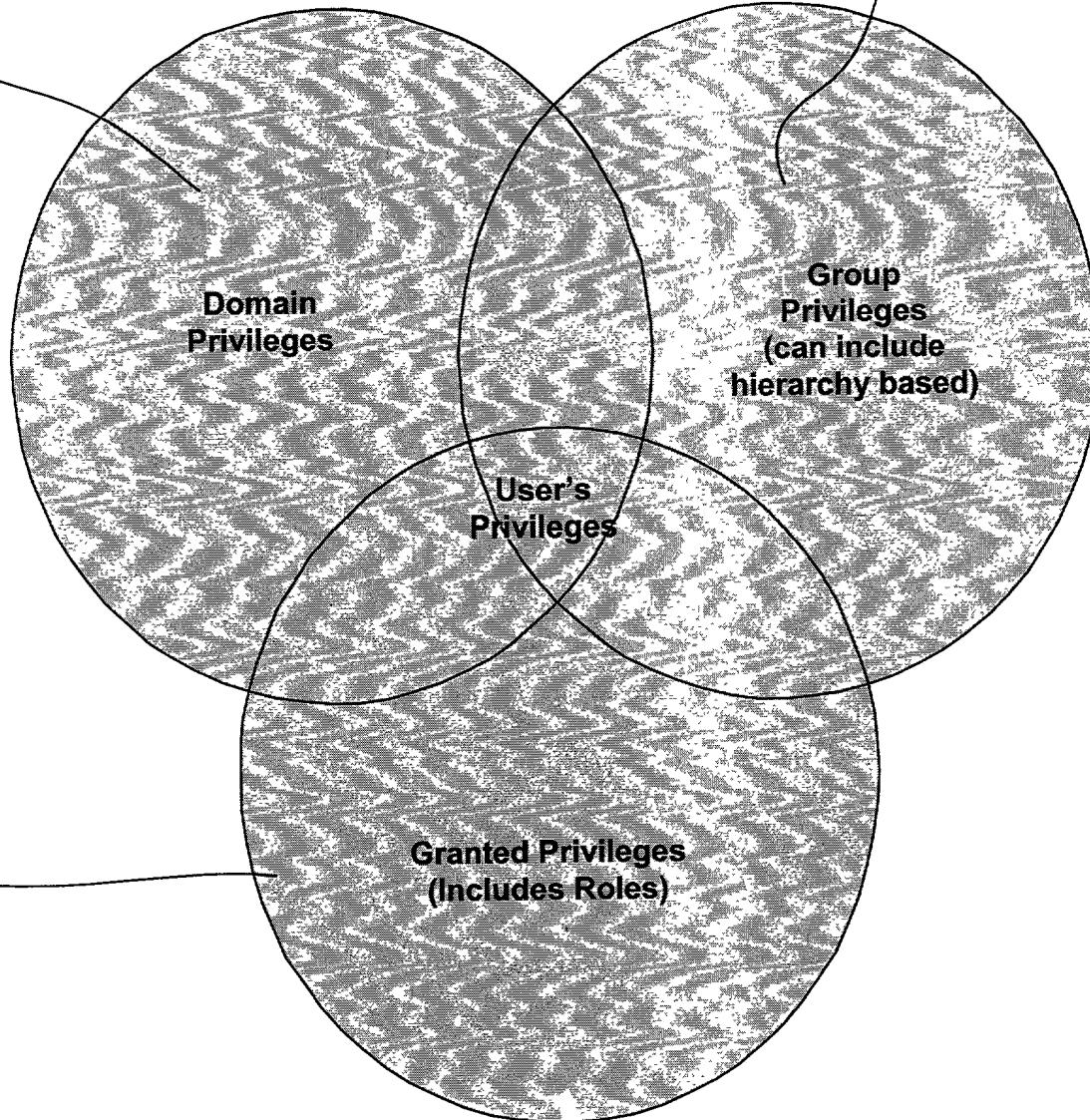


Fig. 82

8304

8302



8306

8300

Fig. 83

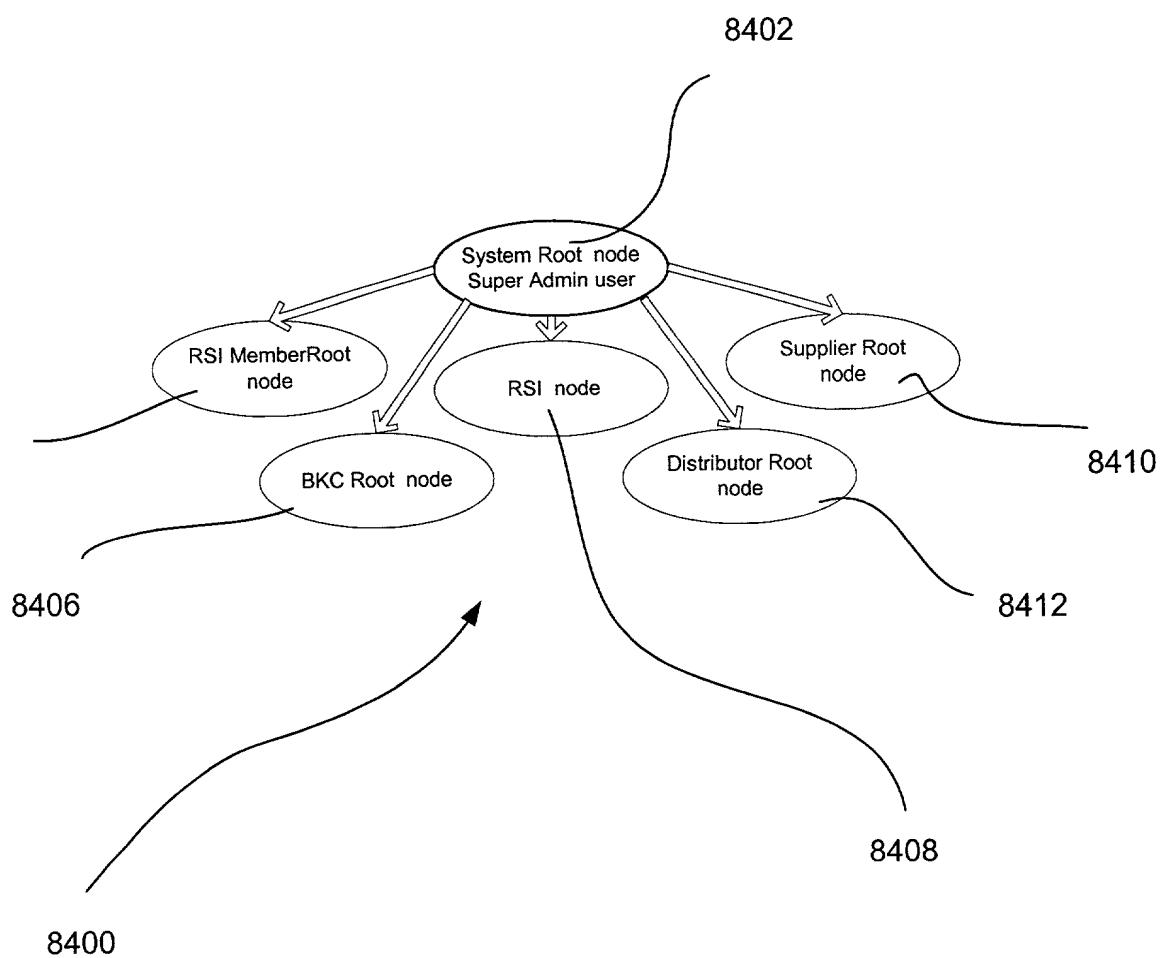


Fig. 84

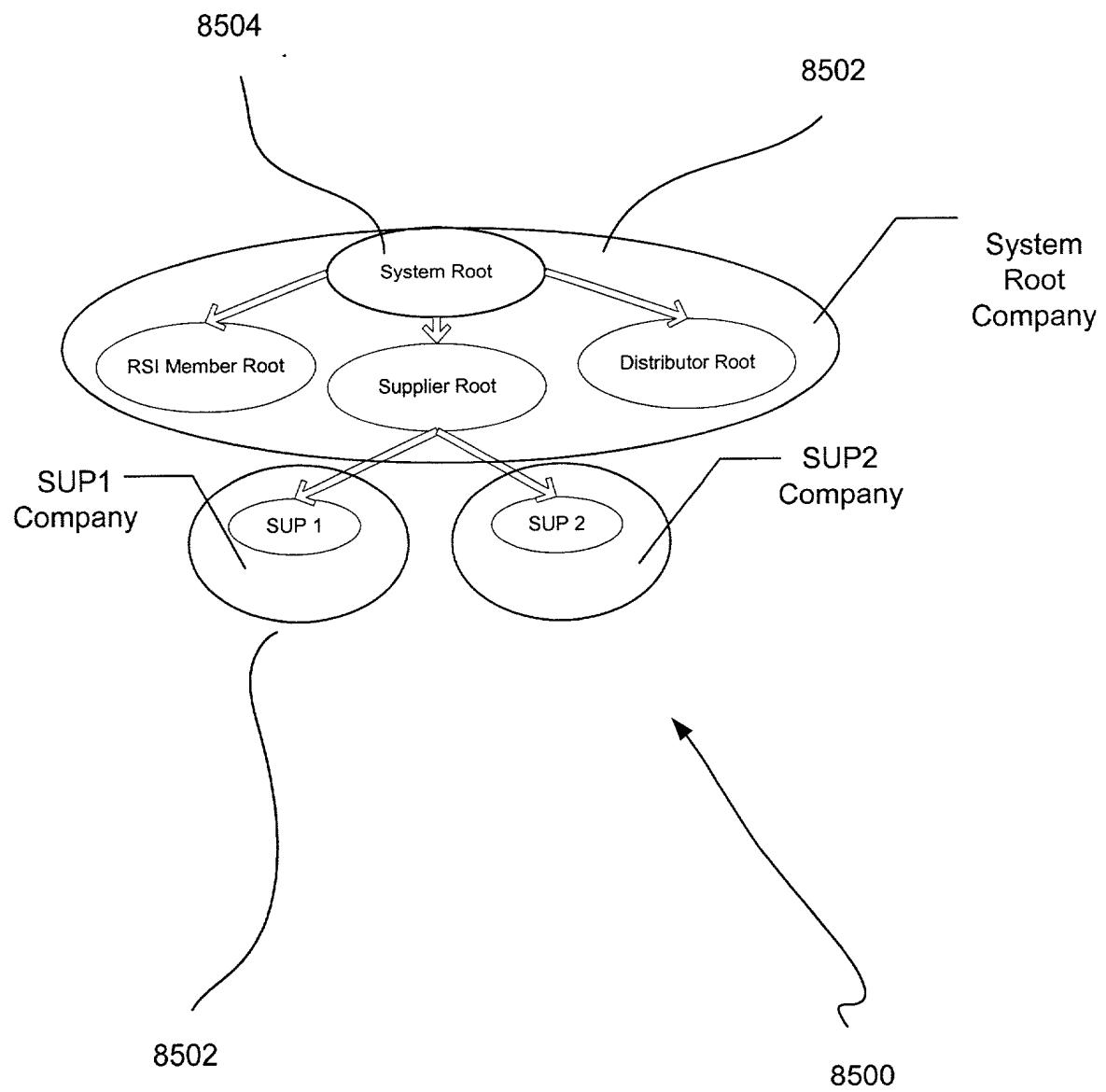


Fig. 85

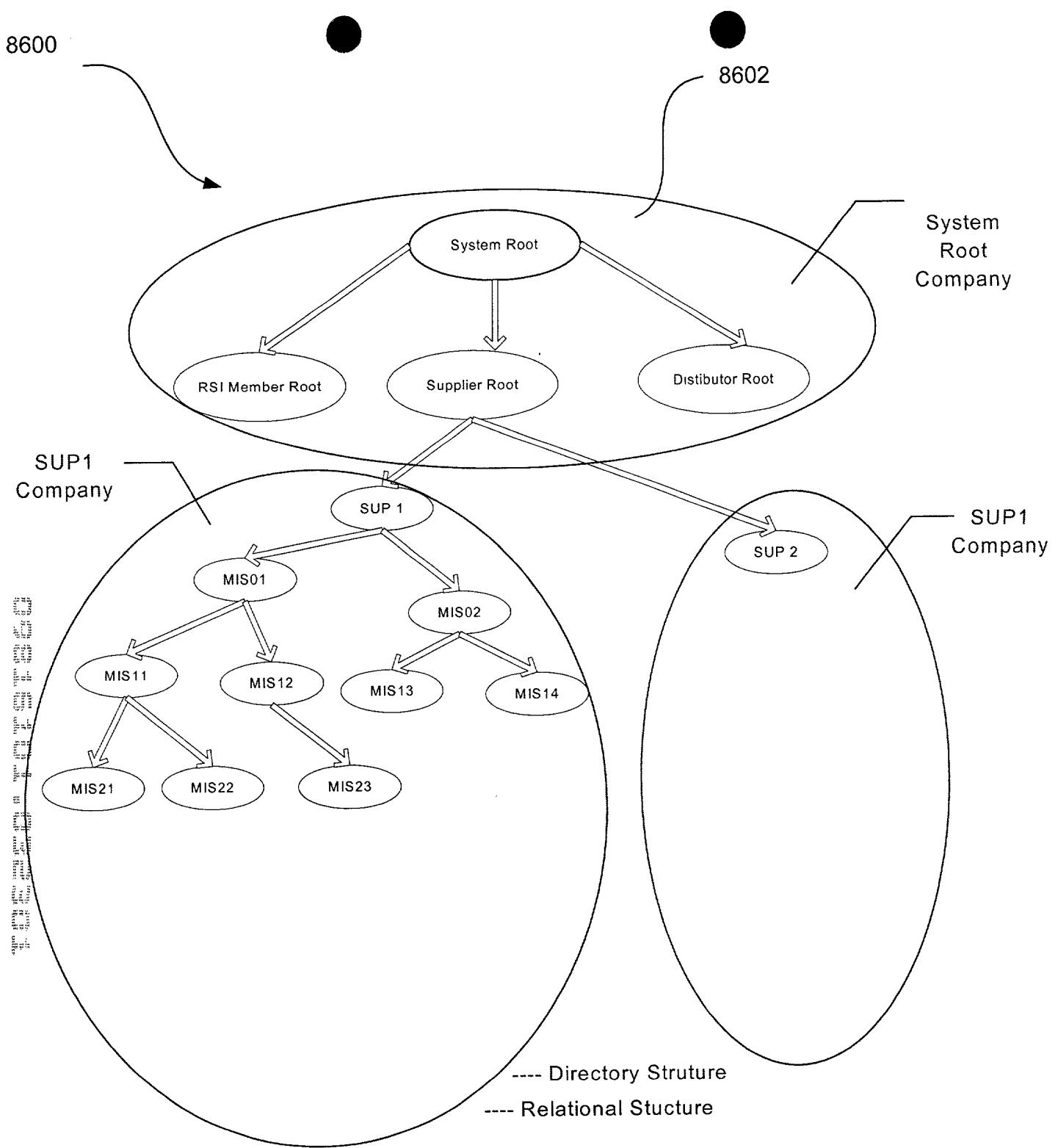


Fig. 86

Group Hierarchy Management: Data Flow

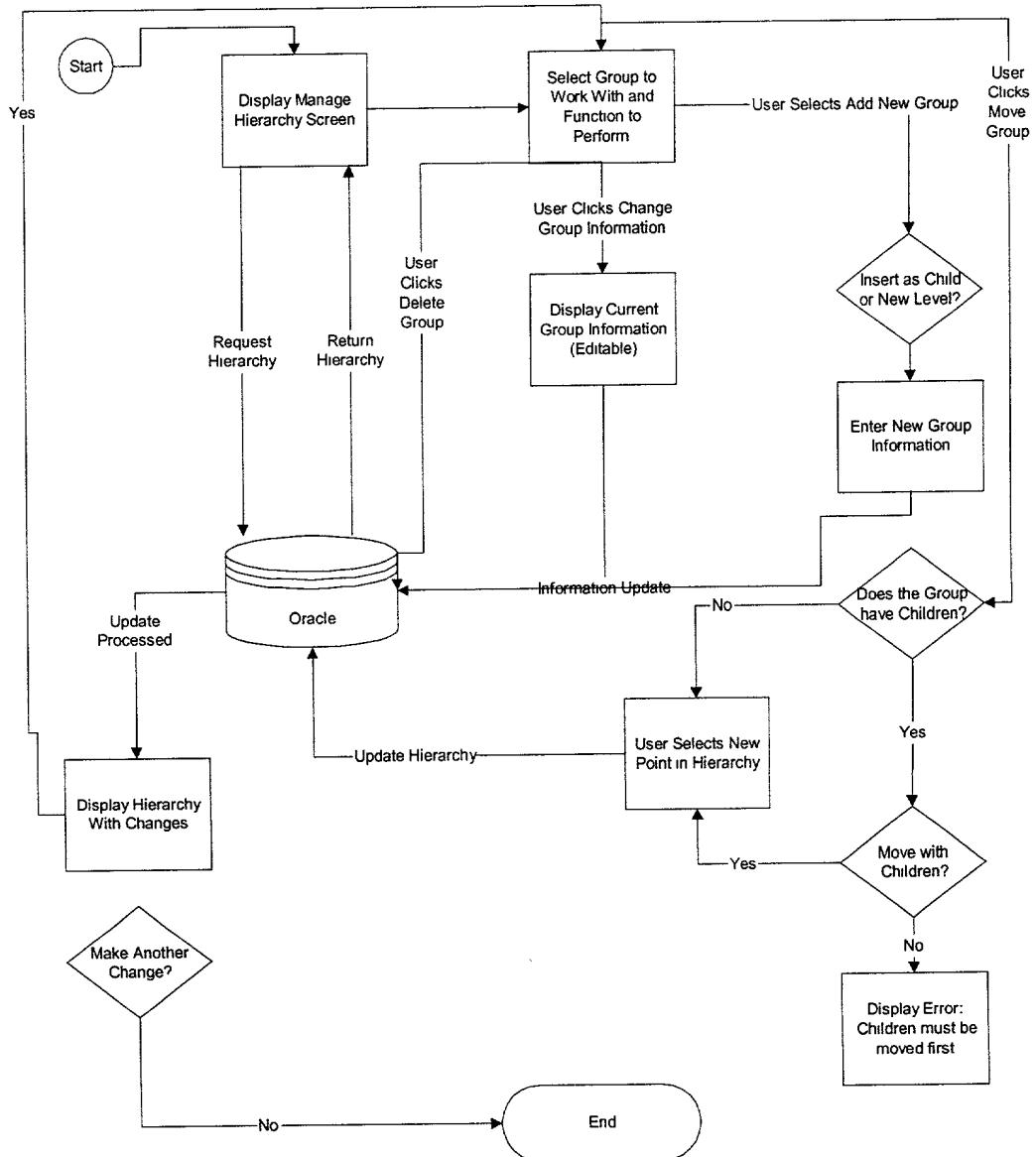


Fig. 87

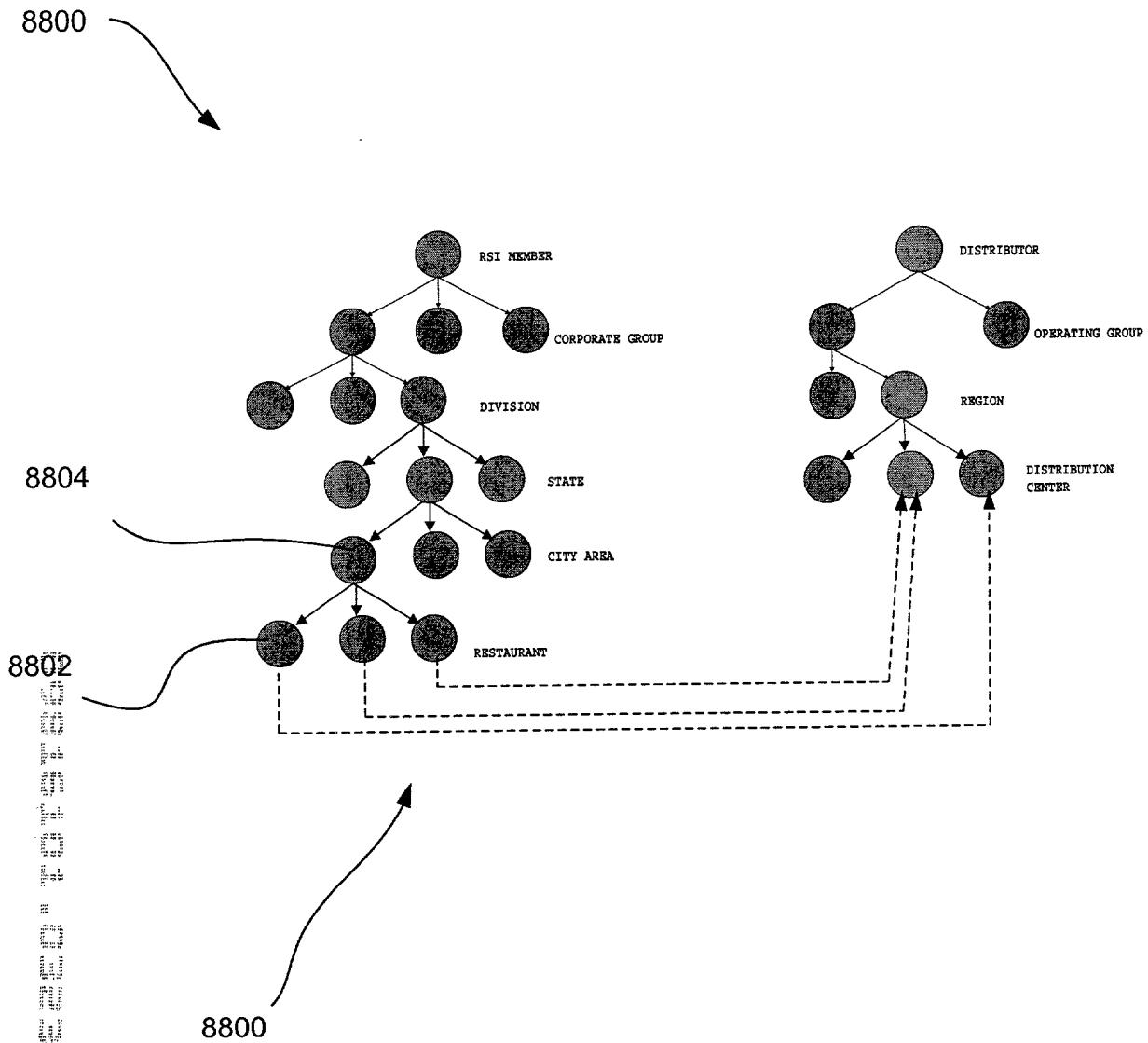


Fig. 88

8902

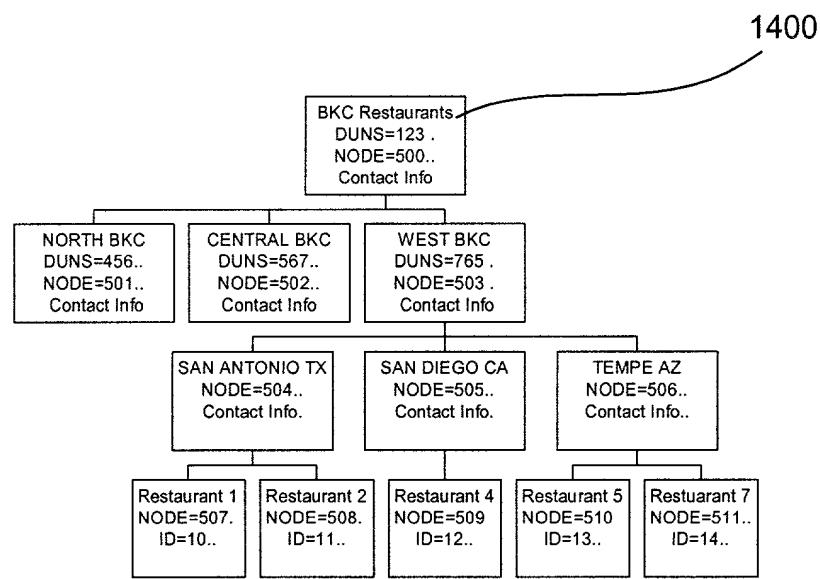


Fig. 89

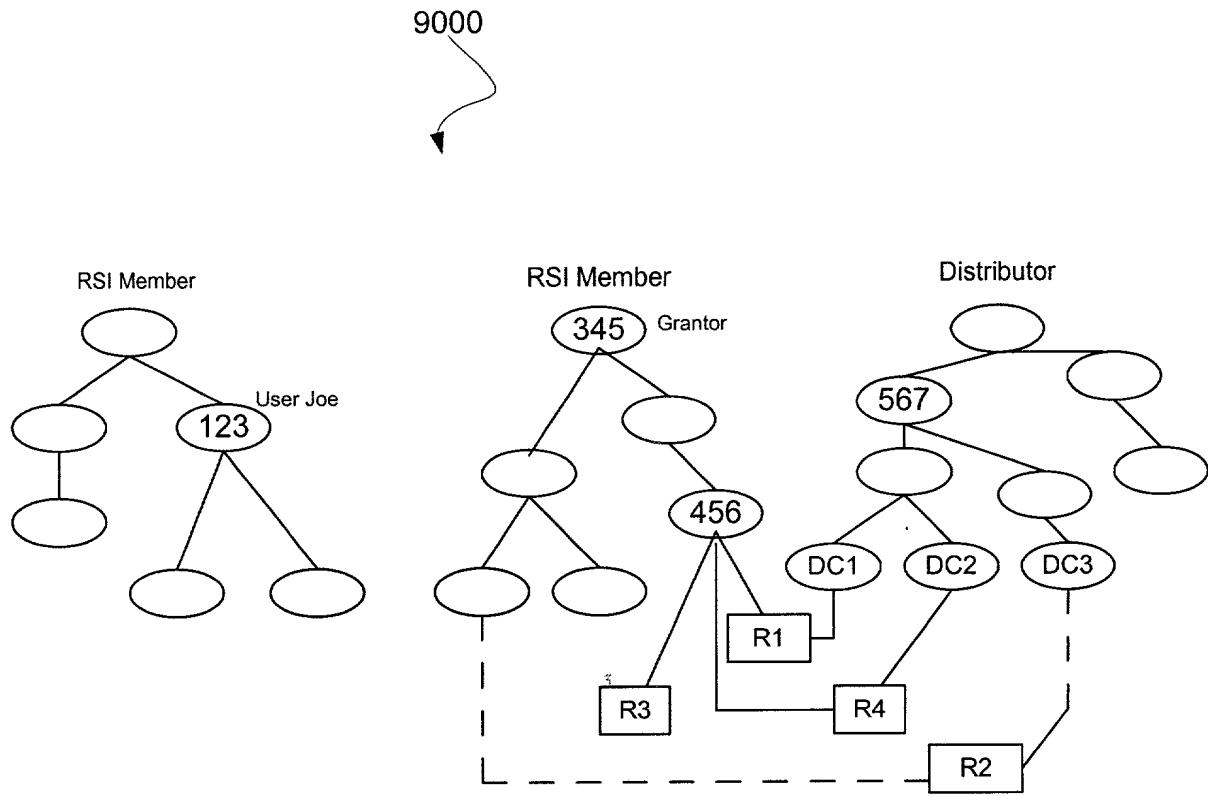


FIG. 90

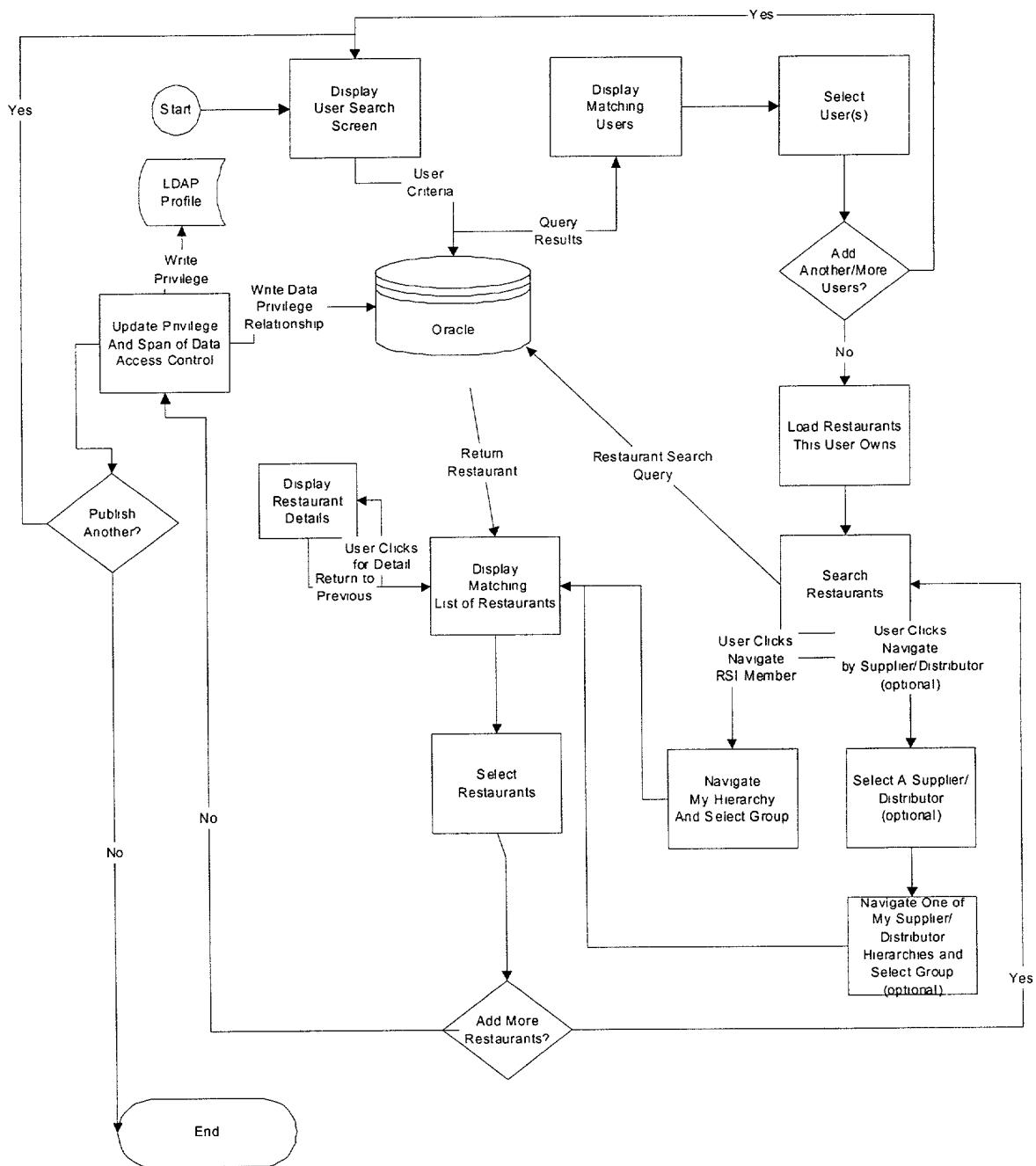


Fig. 91

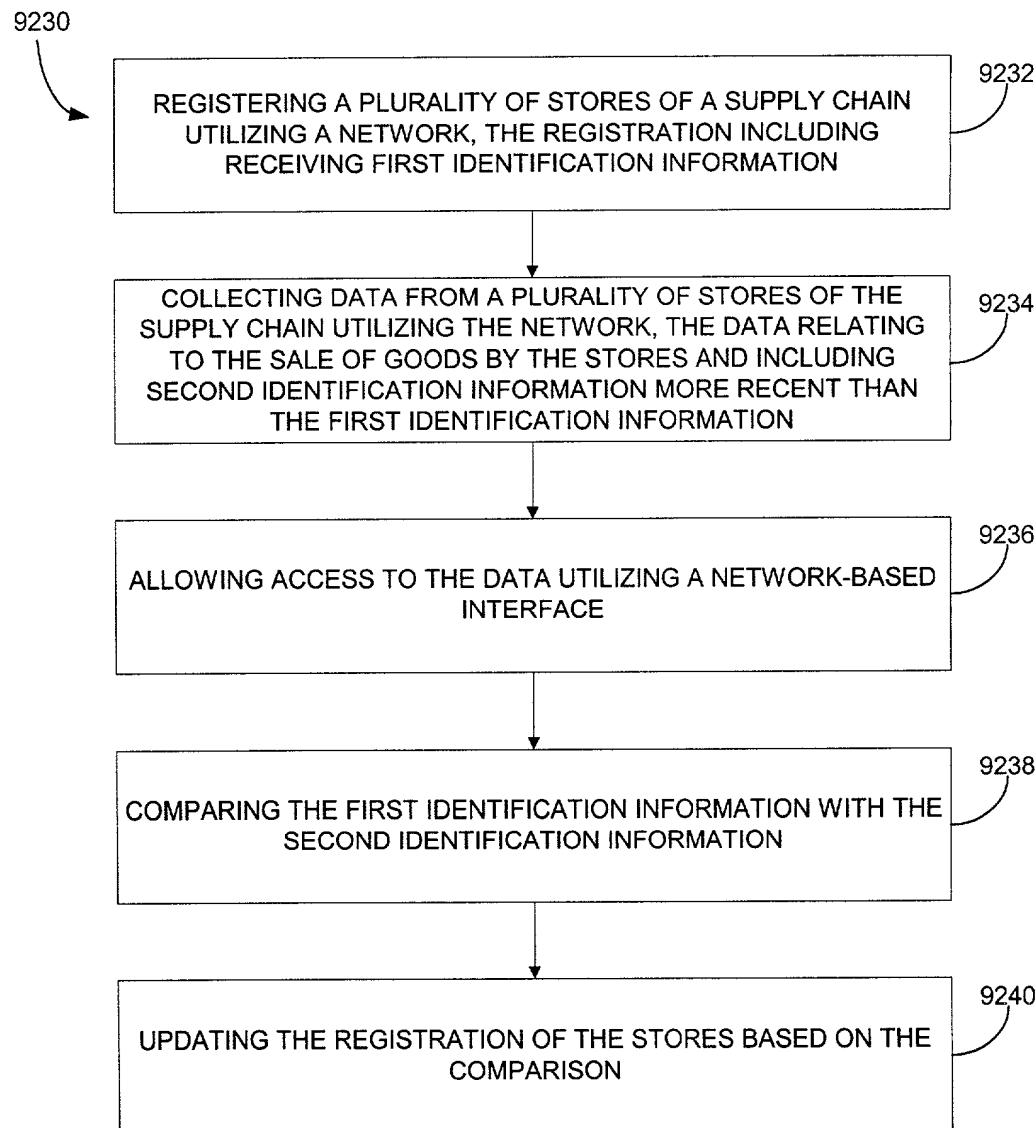


FIG. 92

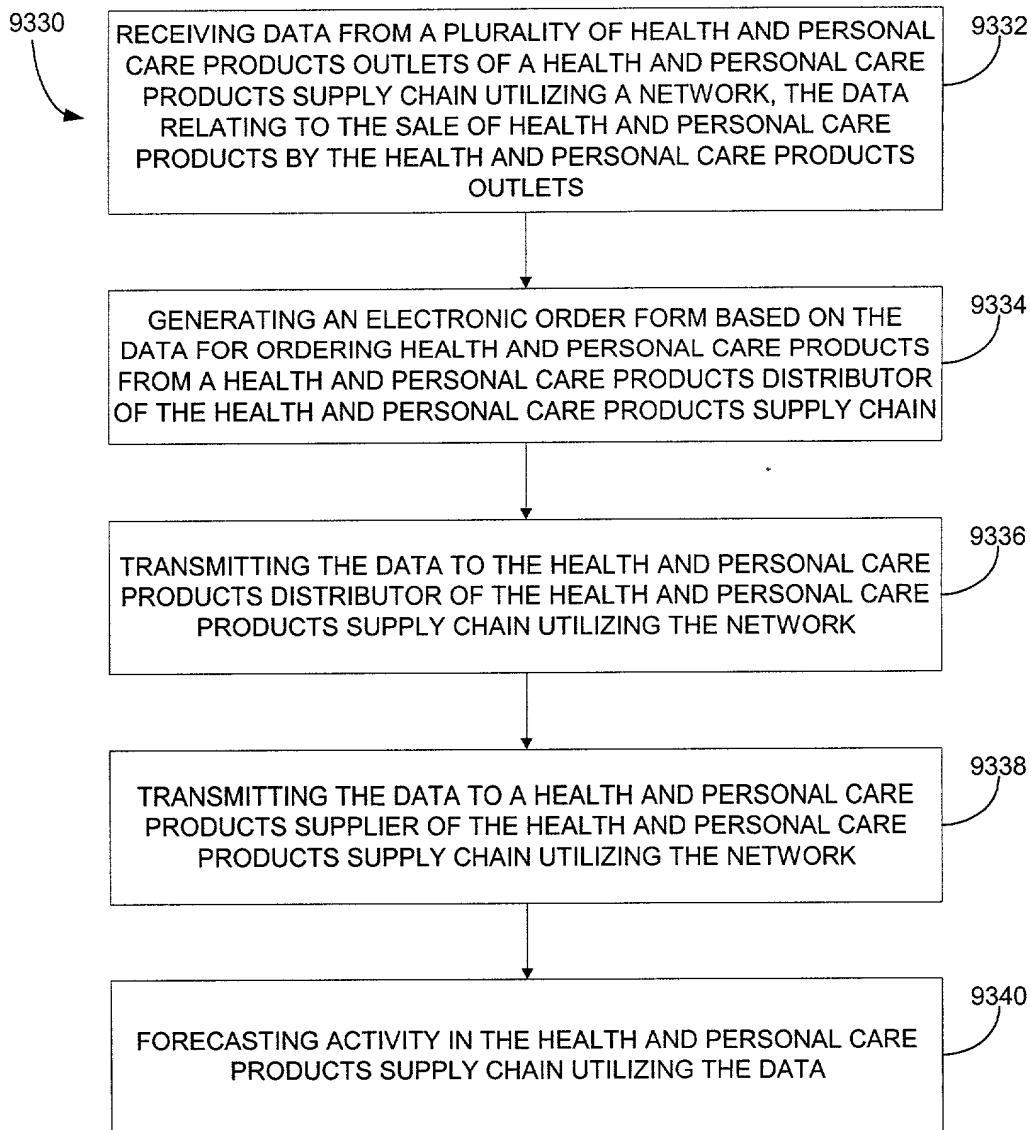


FIG. 93

9000 8000 7000 6000 5000 4000 3000 2000 1000

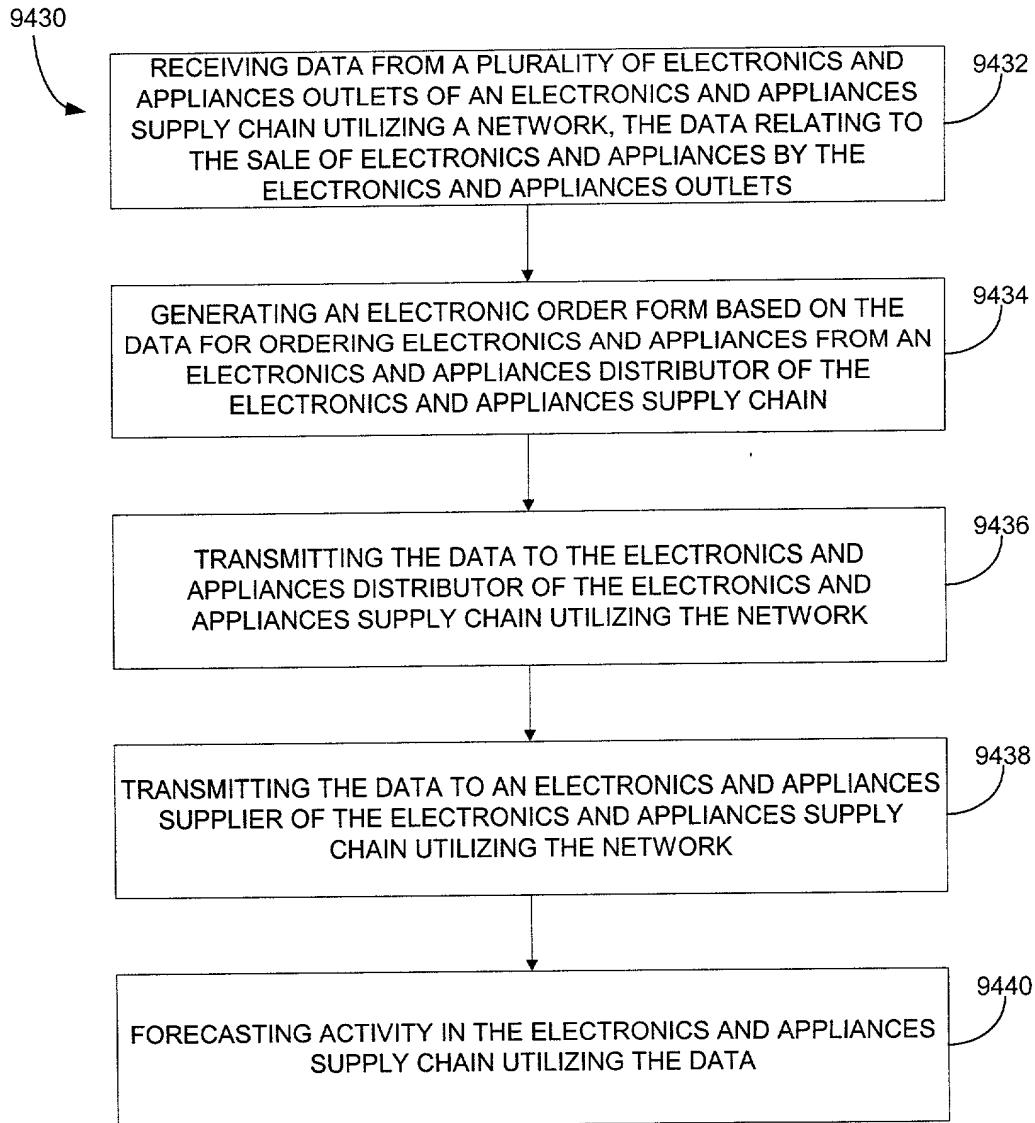


FIG. 94

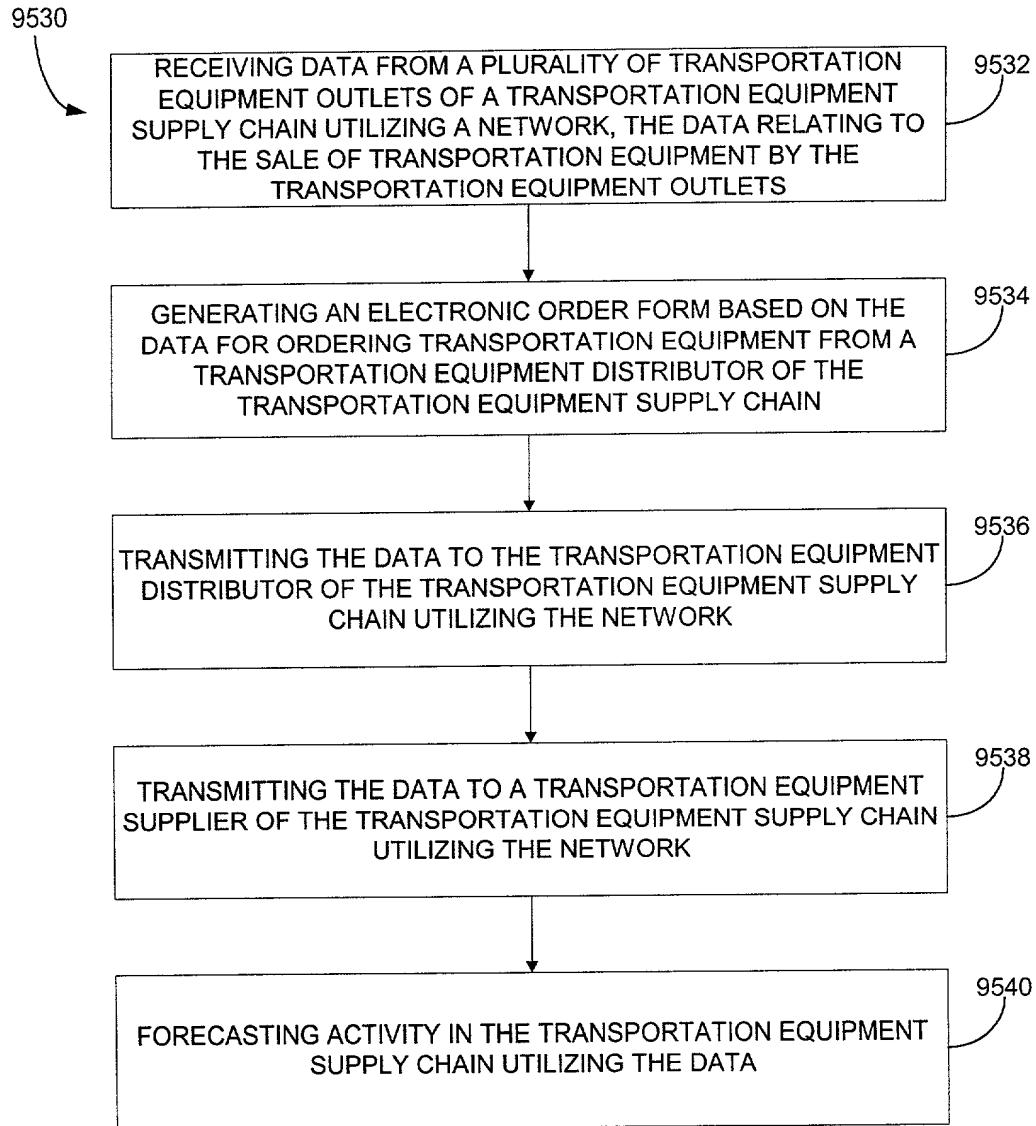


FIG. 95

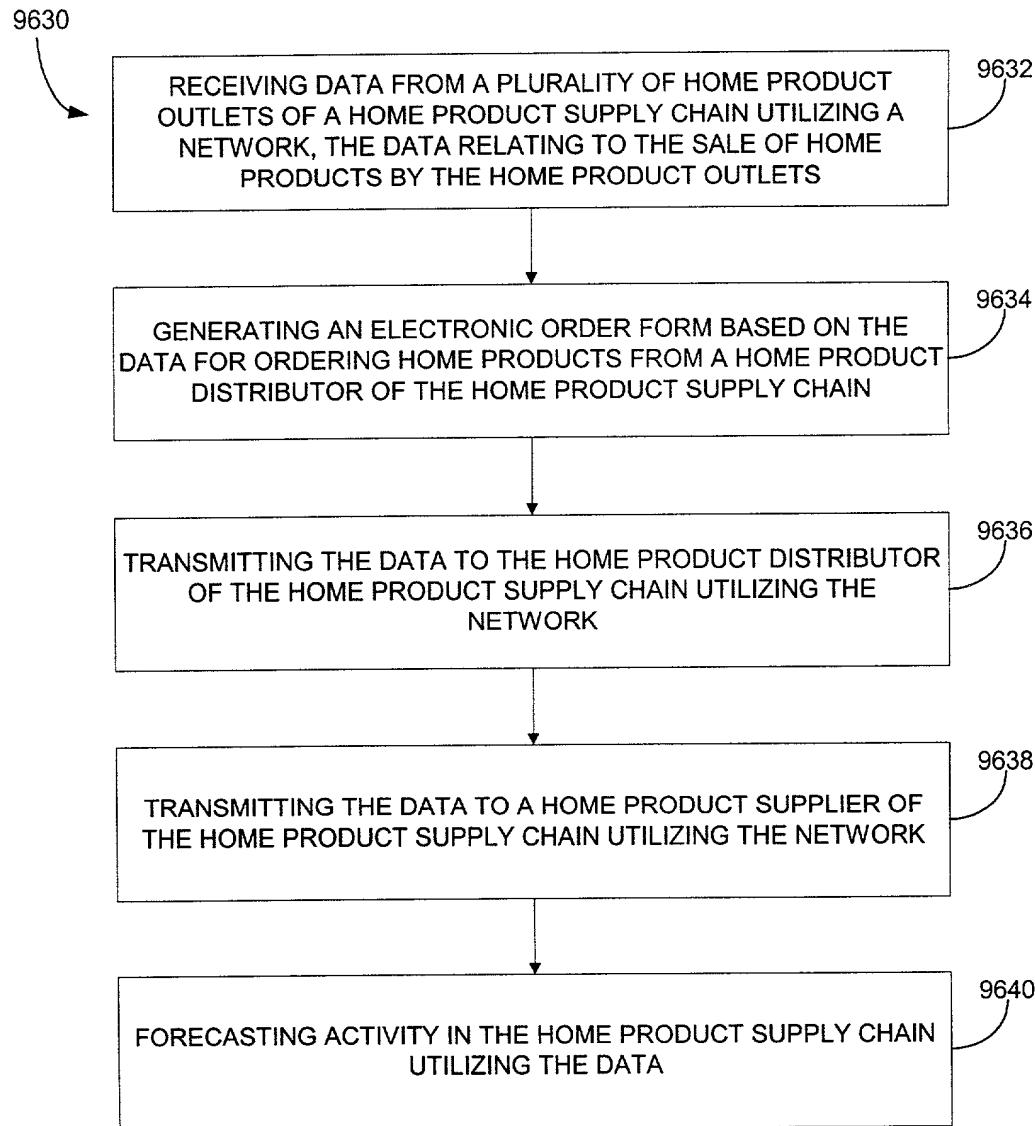


FIG. 96

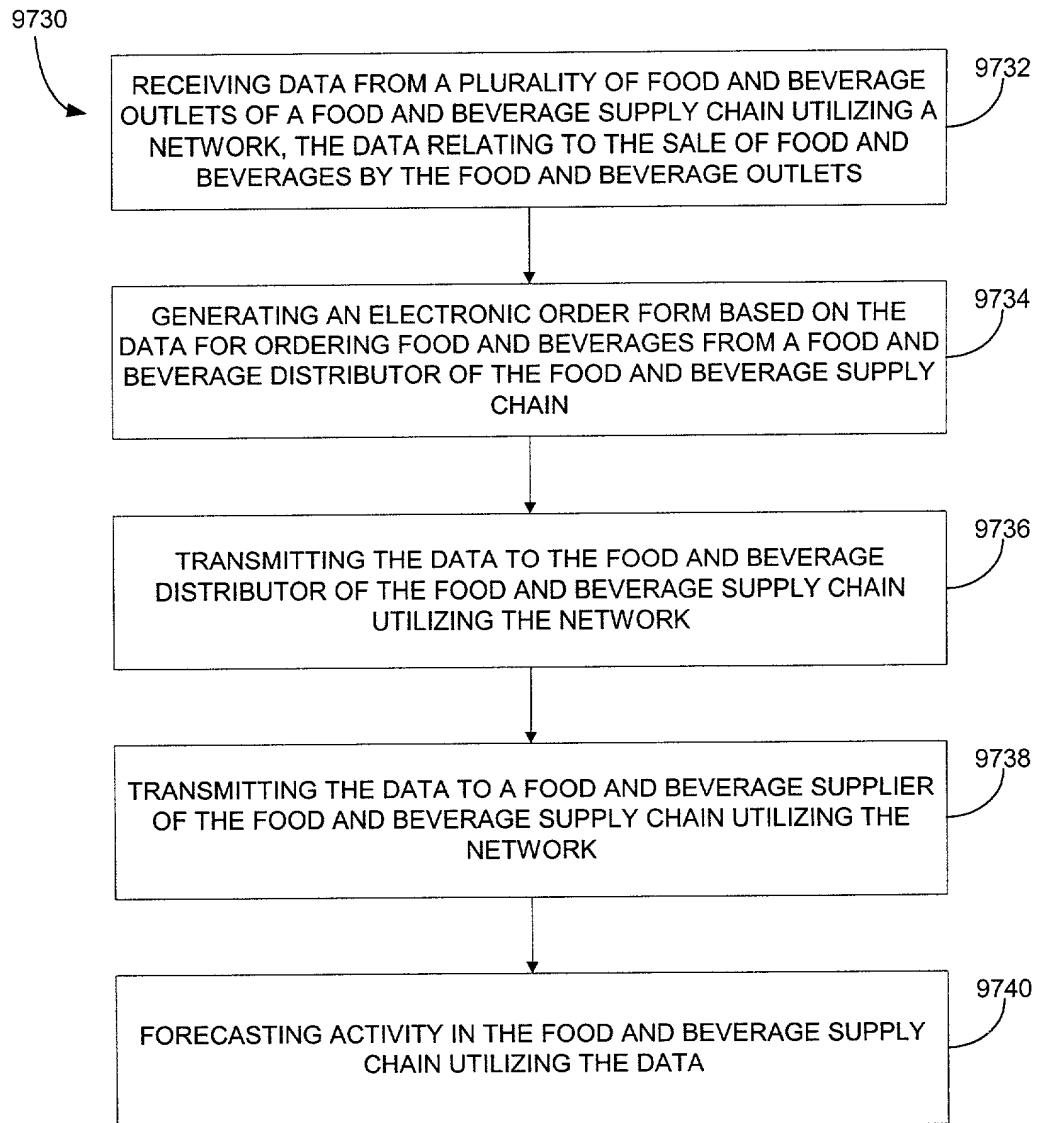


FIG. 97

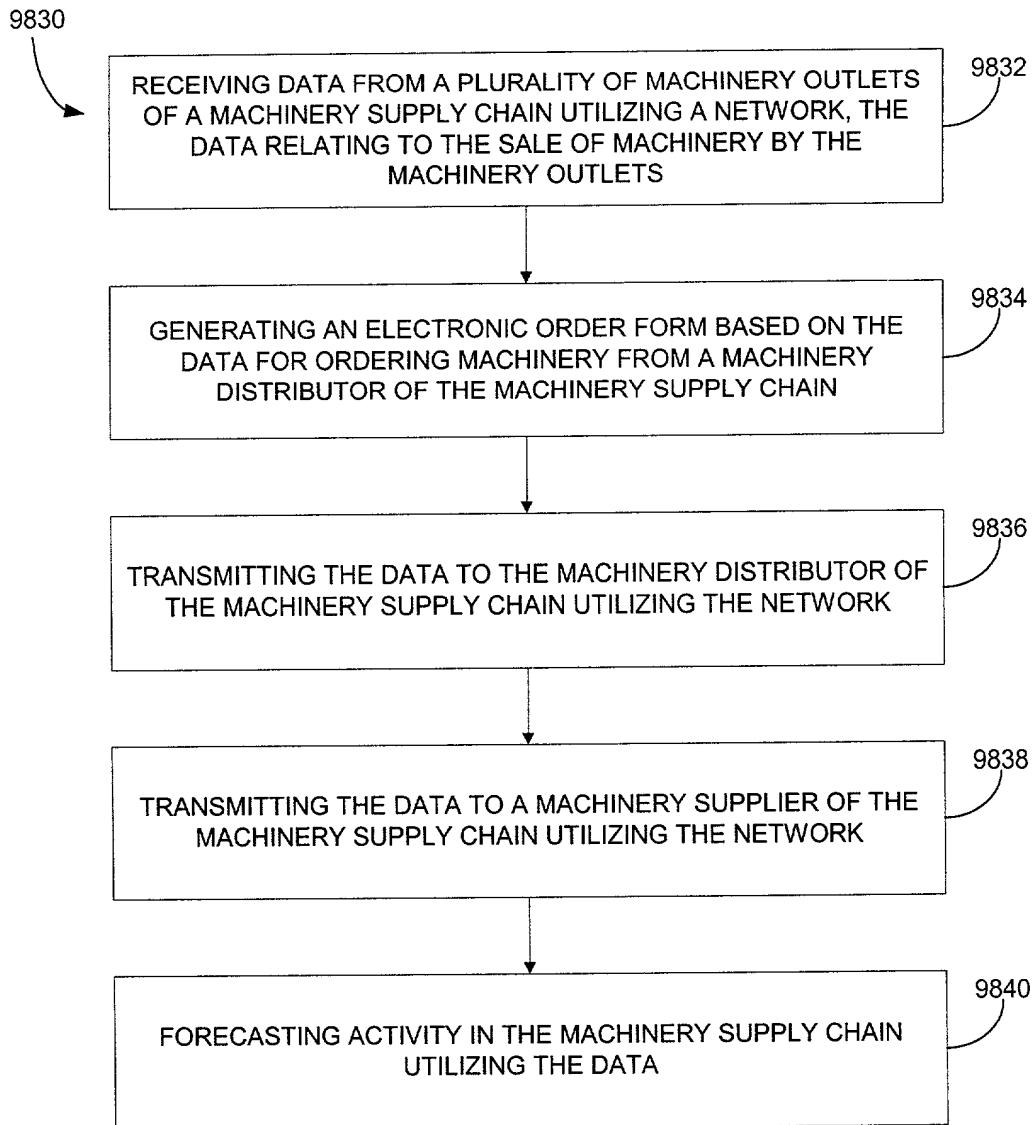


FIG. 98

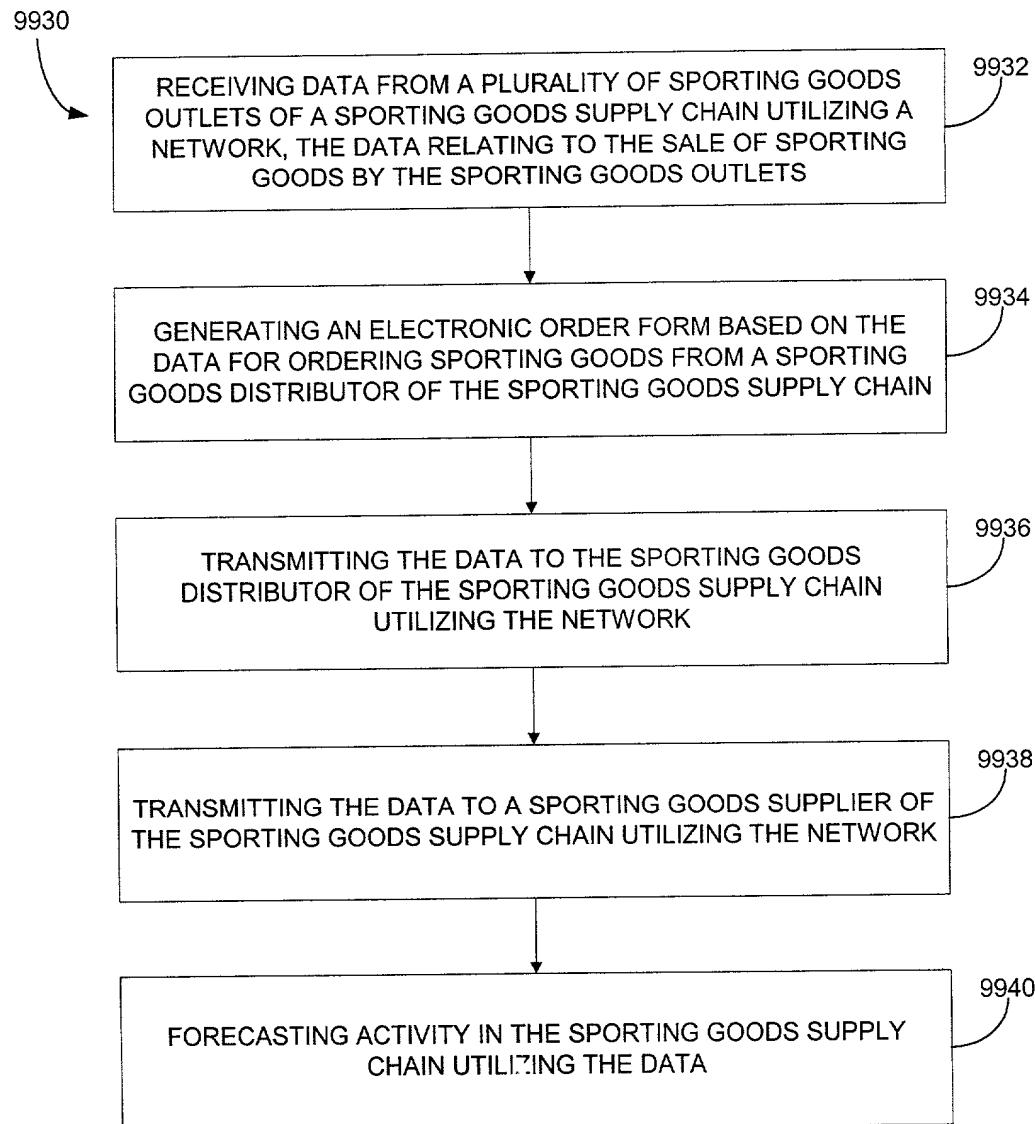


FIG. 99

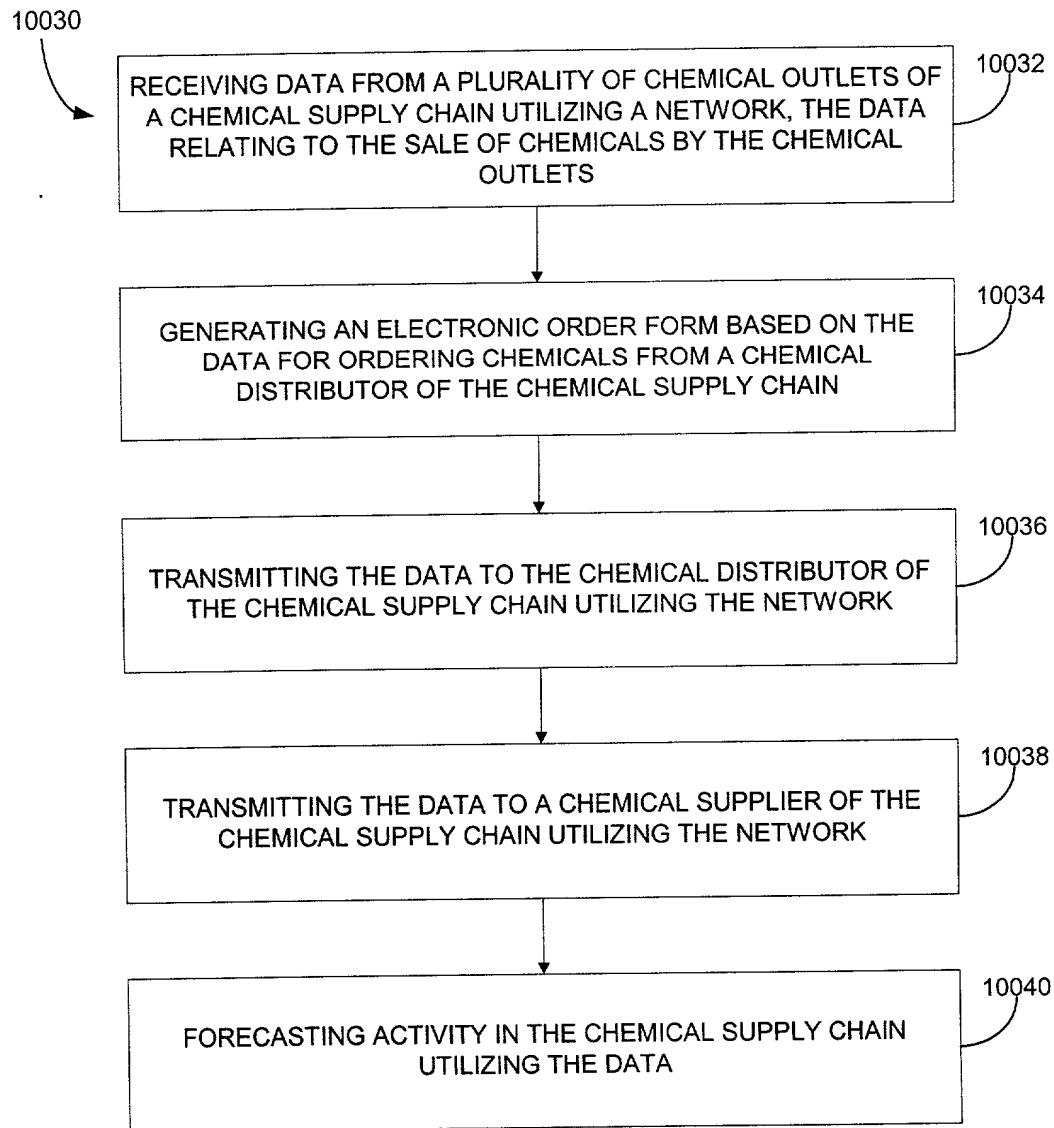


FIG. 100

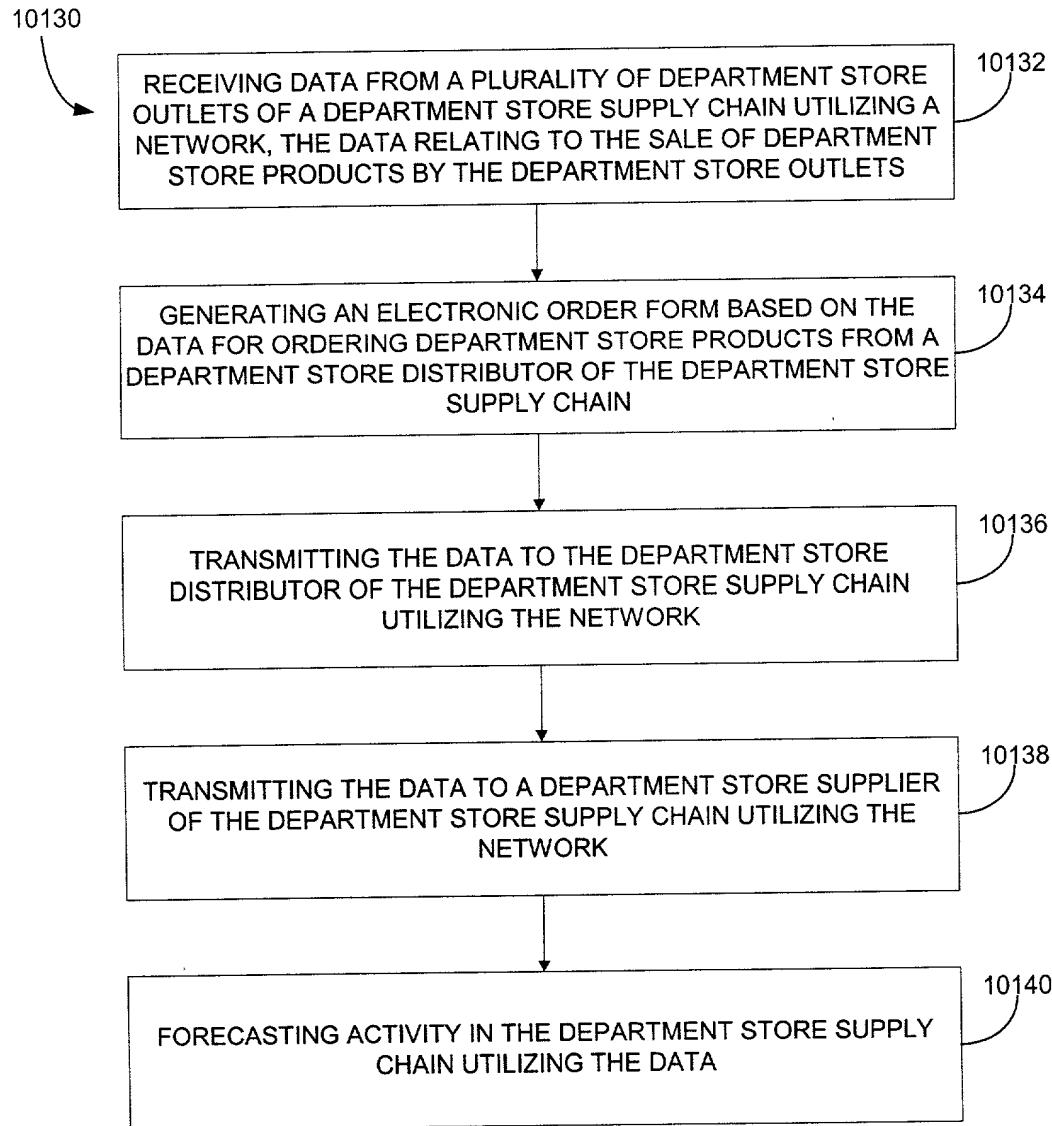


FIG. 101

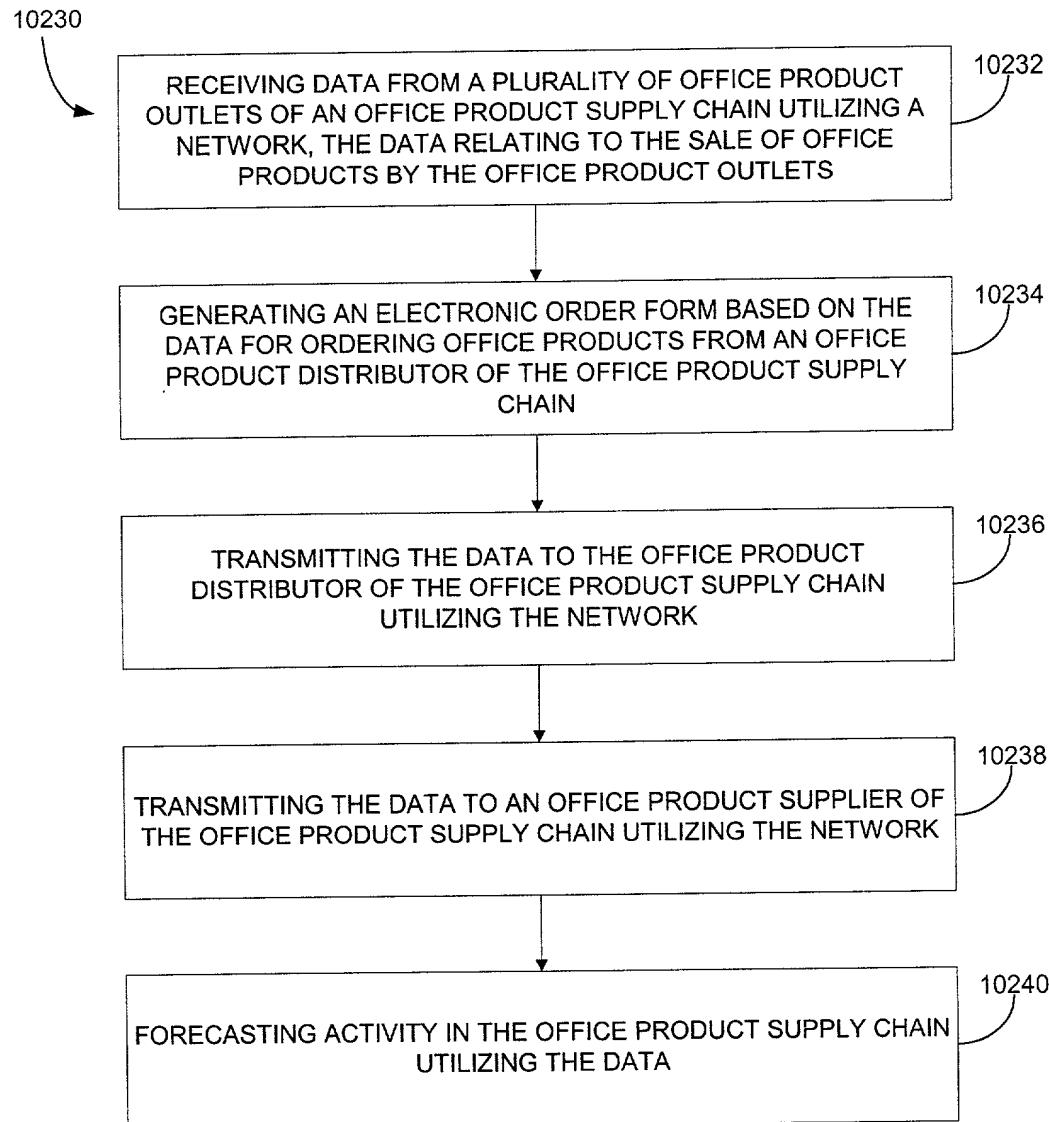


FIG. 102A

10260

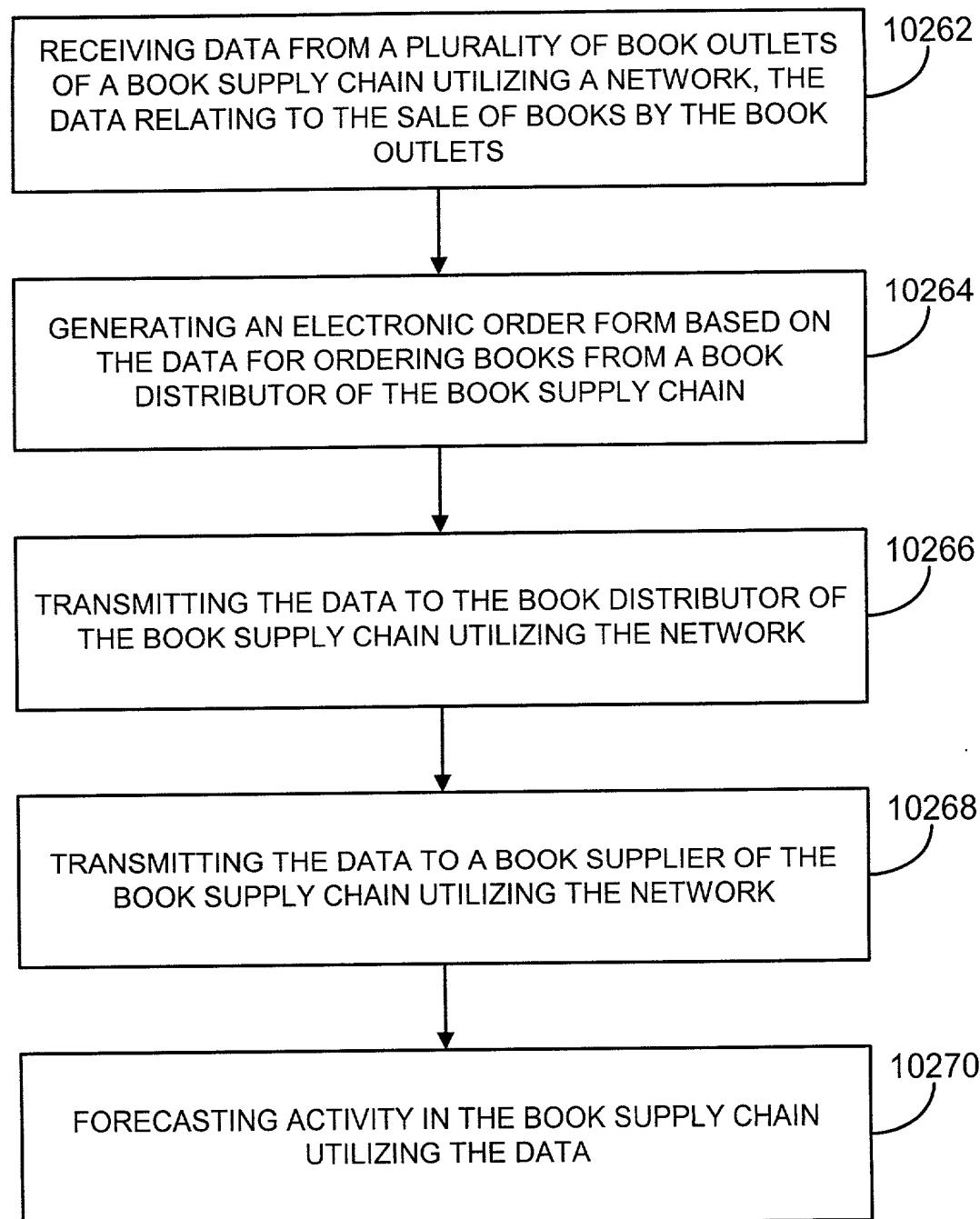


FIG. 102B

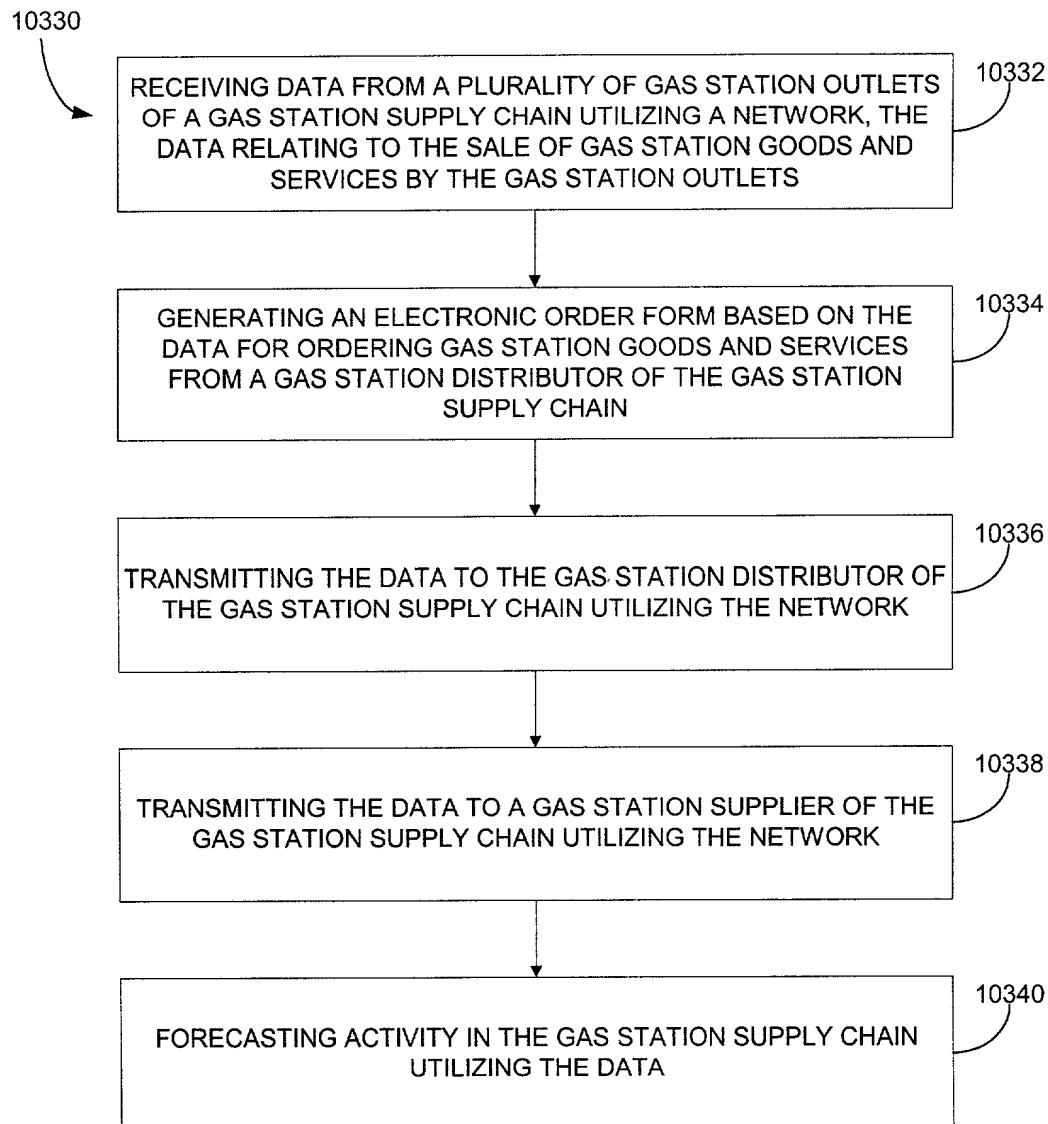


FIG. 103

10430
10432
10434
10436
10438
10440

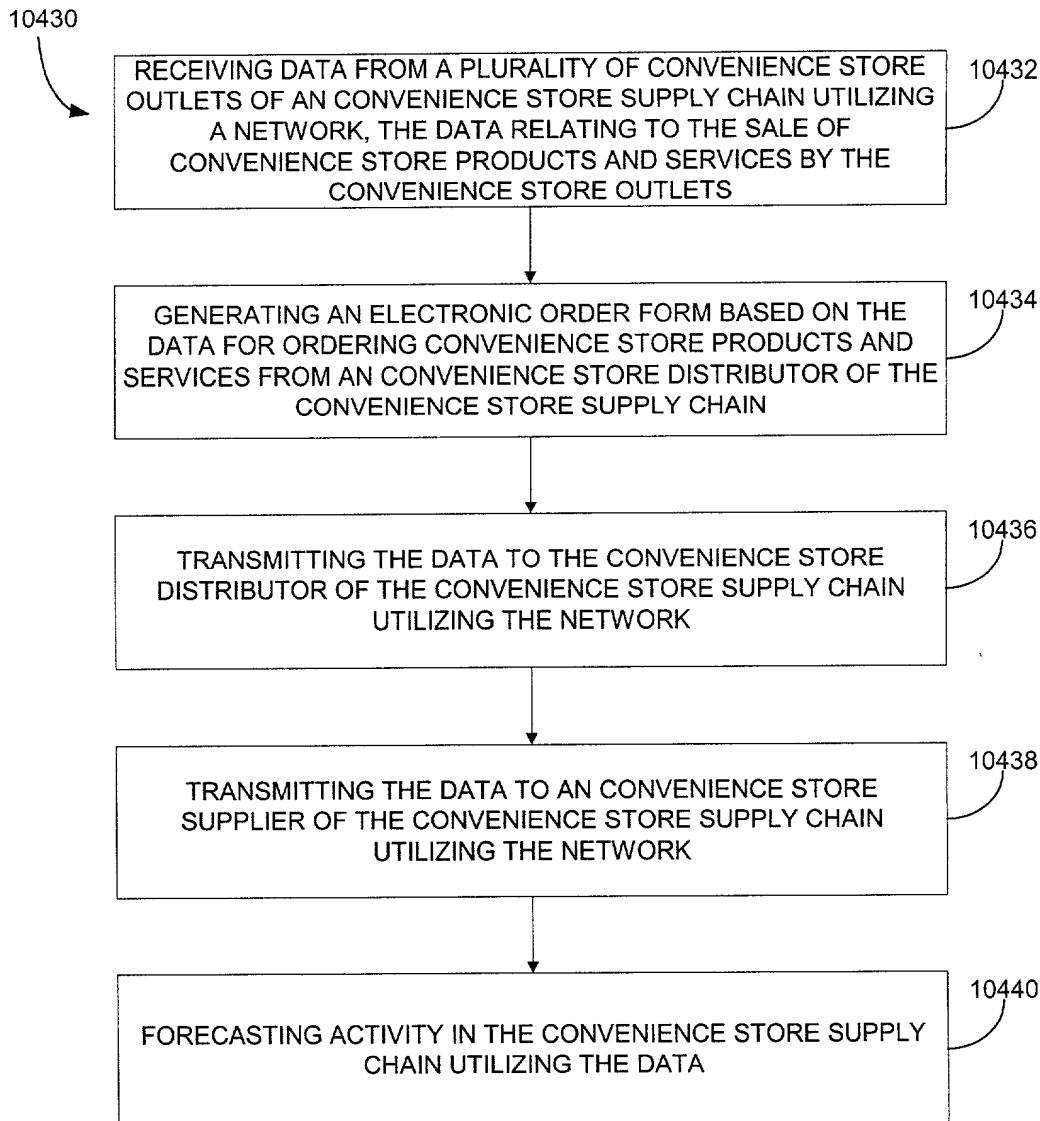


FIG. 104A

10460

RECEIVING DATA FROM A PLURALITY OF TOY OUTLETS OF A TOY SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO THE SALE OF TOYS BY THE TOY OUTLETS

10462

GENERATING AN ELECTRONIC ORDER FORM BASED ON THE DATA FOR ORDERING TOYS FROM A TOY DISTRIBUTOR OF THE TOY SUPPLY CHAIN

10464

TRANSMITTING THE DATA TO THE TOY DISTRIBUTOR OF THE TOY SUPPLY CHAIN UTILIZING THE NETWORK

10466

TRANSMITTING THE DATA TO A TOY SUPPLIER OF THE TOY SUPPLY CHAIN UTILIZING THE NETWORK

10468

FORECASTING ACTIVITY IN THE TOY SUPPLY CHAIN UTILIZING THE DATA

10470

FIG. 104B

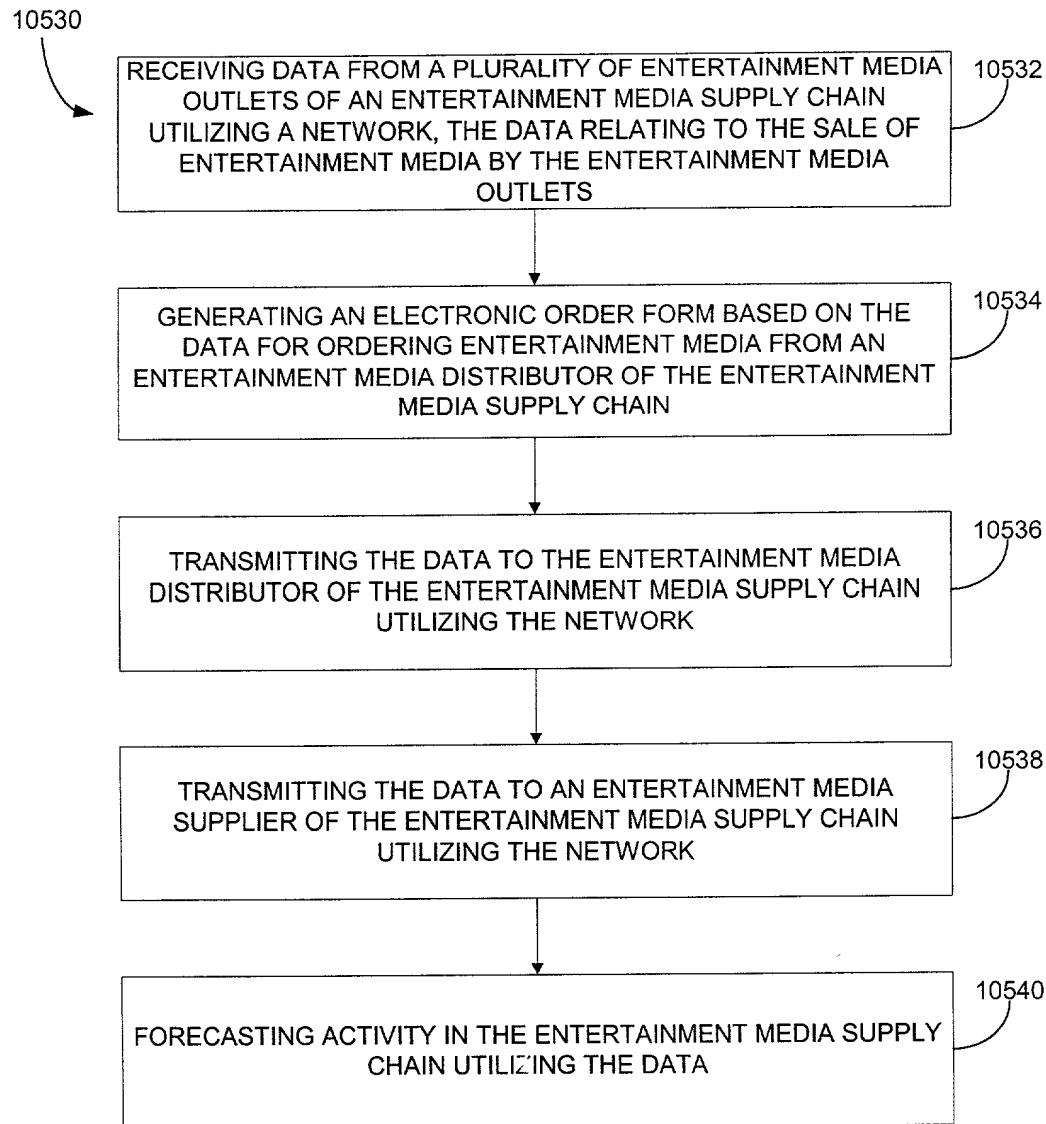


FIG. 105

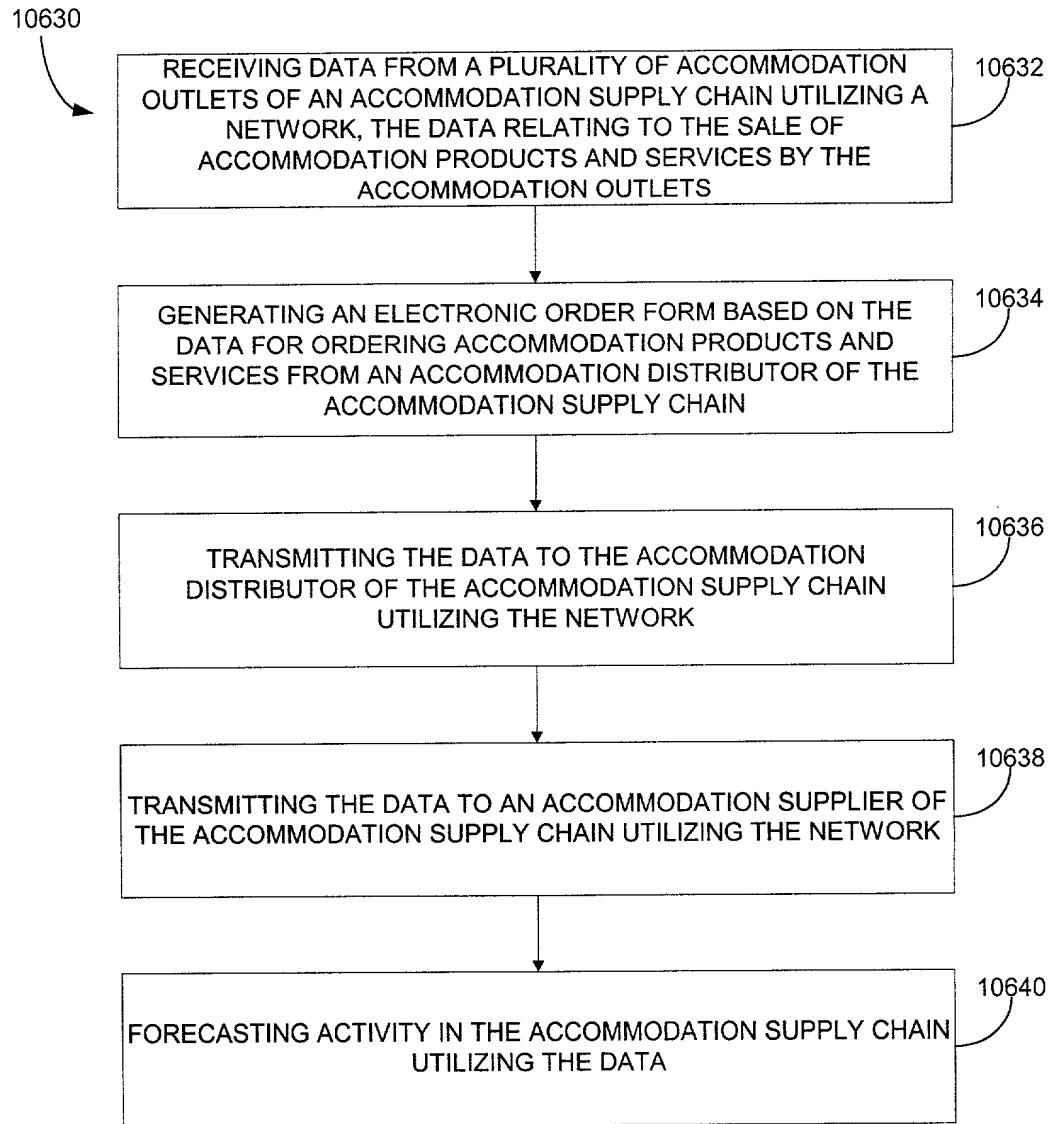


FIG. 106

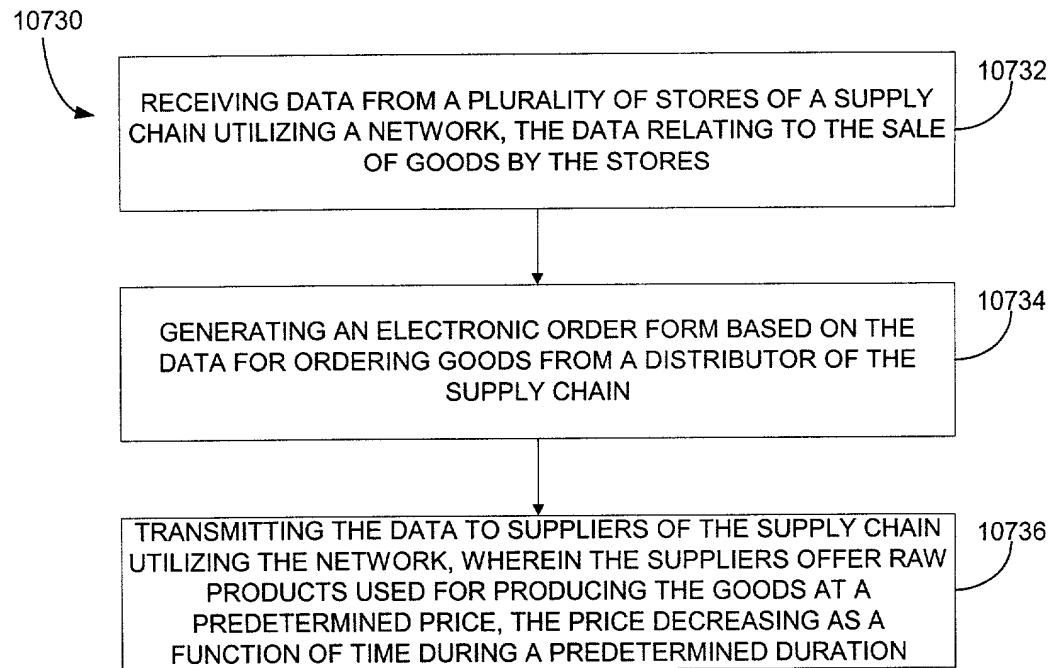


FIG. 107

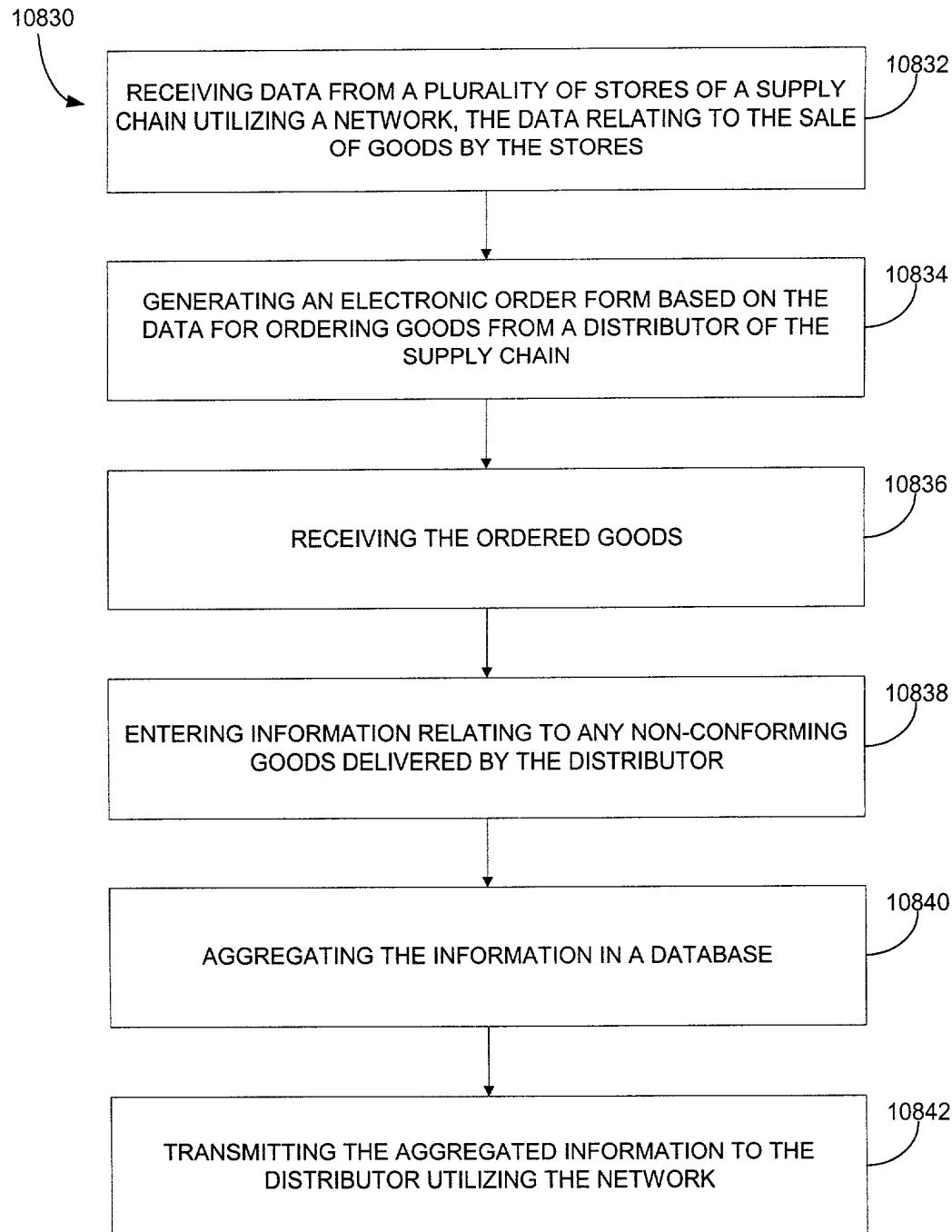


FIG. 108

10900

RECEIVING AN AGREEMENT BETWEEN A PLURALITY OF PARTIES IN A SUPPLY CHAIN

10902

IDENTIFYING A PLURALITY OF TERMS OF THE AGREEMENT

10904

PARSING THE TERMS INTO AT LEAST A PAIR OF GROUPS INCLUDING A FIRST GROUP OF TERMS INCLUDING COMMERCIAL TERMS AND A SECOND GROUP OF TERMS INCLUDING BRAND IDENTITY TERMS, EACH OF THE TERMS OUTLINING A RESPONSIBILITY

10906

ALLOCATING THE RESPONSIBILITIES AMONG THE PARTIES BASED ON THE PARSING

10908

FIG. 109

11000

RECEIVING DATA FROM A PLURALITY OF SUPPLY CHAIN PARTICIPANTS OF A SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO THE SALE OF PRODUCTS BY THE SUPPLY CHAIN PARTICIPANTS

11002

DETERMINING PRODUCT SUPPLY PARAMETERS CORRESPONDING TO EACH SUPPLY CHAIN PARTICIPANT BASED ON INFORMATION INCLUDING THE DATA

11004

COMMUNICATING CORRESPONDING PRODUCT SUPPLY PARAMETERS TO AT LEAST ONE SUPPLY CHAIN PARTICIPANT

11006

FIG. 110

11100

RECEIVING DATA FROM A PLURALITY OF SUPPLY CHAIN PARTICIPANTS UTILIZING A NETWORK, THE DATA RELATING TO THE SALE OF PRODUCTS BY THE SUPPLY CHAIN PARTICIPANTS

11102

DETERMINING RULES TO ENSURE THE INCURRENCE OF MINIMAL COSTS TO THE SUPPLY CHAIN PARTICIPANTS

11104

APPLYING THE RULES TO ENSURE SUPPLY TO THE SUPPLY CHAIN PARTICIPANTS AT MINIMAL COST WITHOUT REQUIRING THE SUPPLY CHAIN MANAGER TO TAKE TITLE TO ANY GOODS

11106

FIG. 111

11200

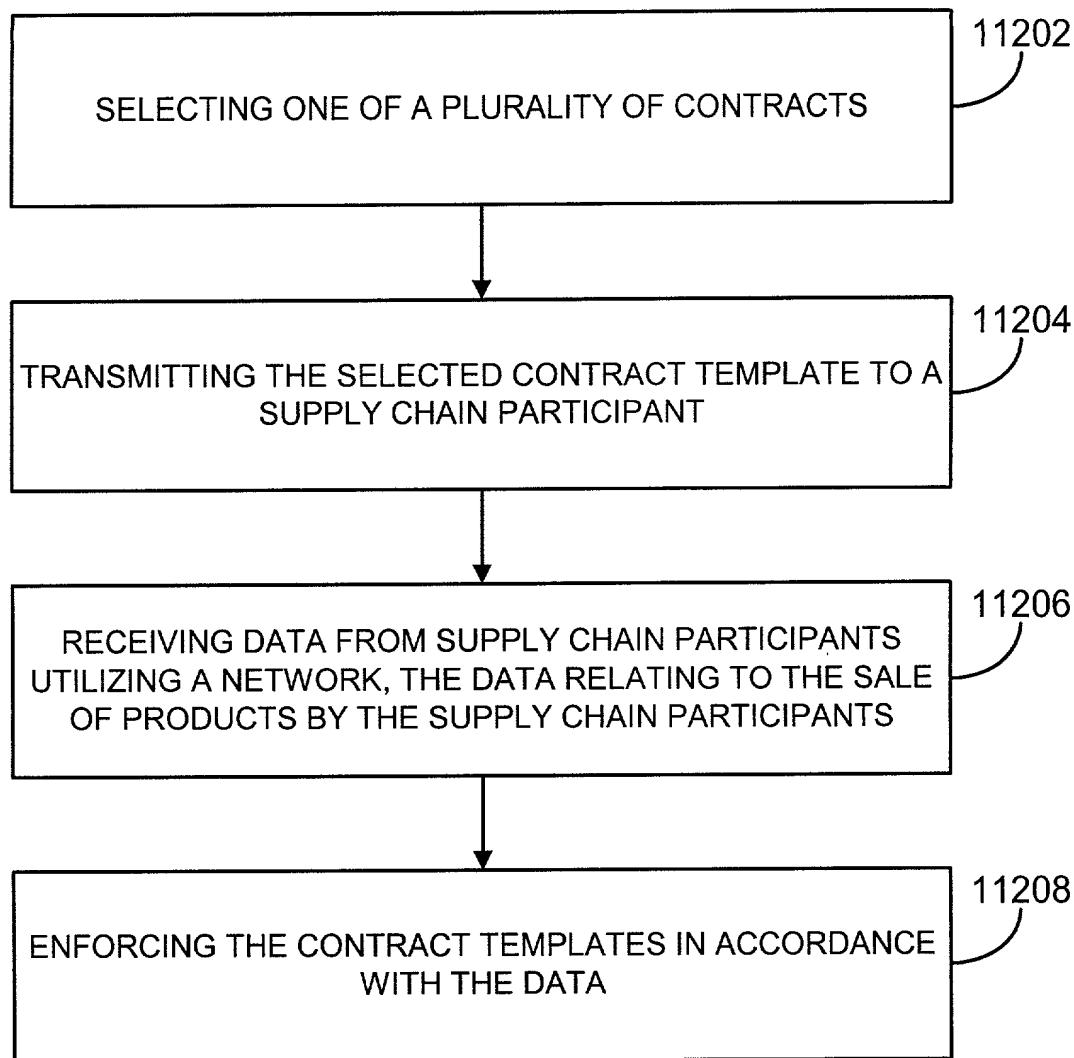


FIG. 112

11300

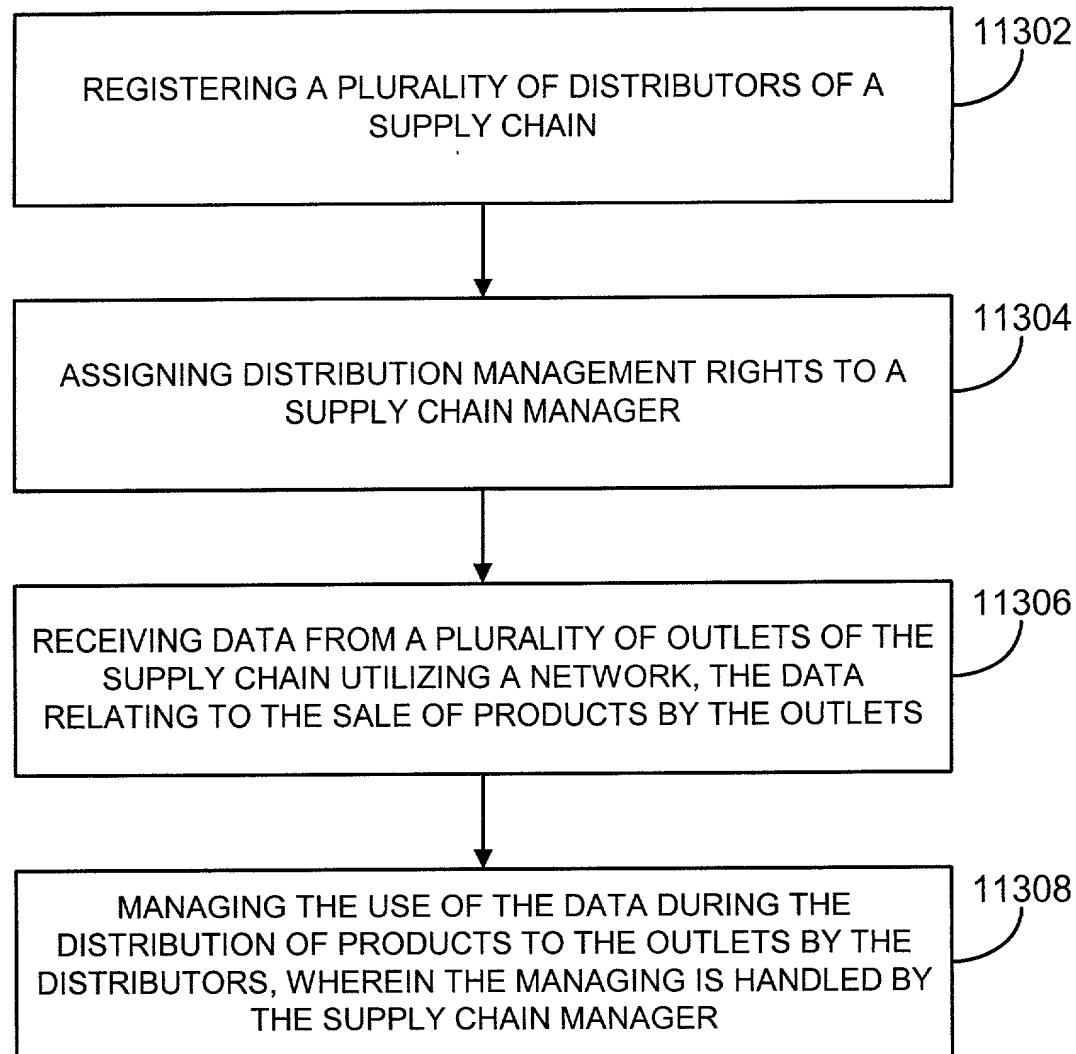


FIG. 113

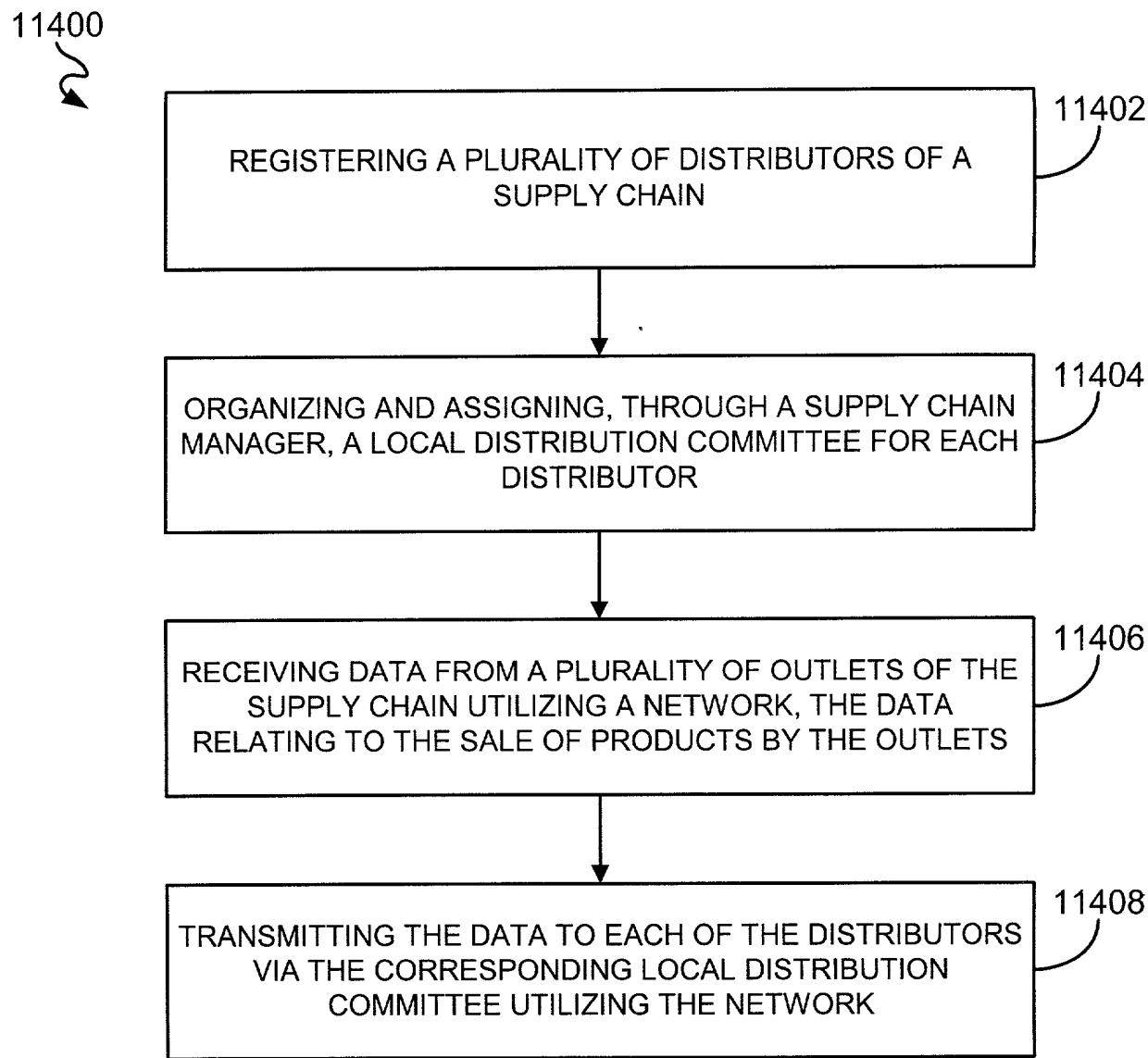


FIG. 114

11500

COLLECTING DATA FROM A PLURALITY OF STORES OF A SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO THE SALE OF GOODS BY THE STORES

GENERATING ELECTRONIC ORDER FORMS BASED ON THE DATA FOR ORDERING GOODS FROM A PLURALITY OF DISTRIBUTORS OF THE SUPPLY CHAIN

SENDING THE ELECTRONIC ORDER FORMS TO THE DISTRIBUTORS UTILIZING THE NETWORK

RECEIVING INVOICES FROM THE DISTRIBUTORS UTILIZING THE NETWORK

CALCULATING A PRICE FOR THE GOODS UTILIZING THE ELECTRONIC ORDER FORMS AND THE INVOICES

AUDITING THE PRICE

11502

11504

11506

11508

11510

11512

FIG. 115

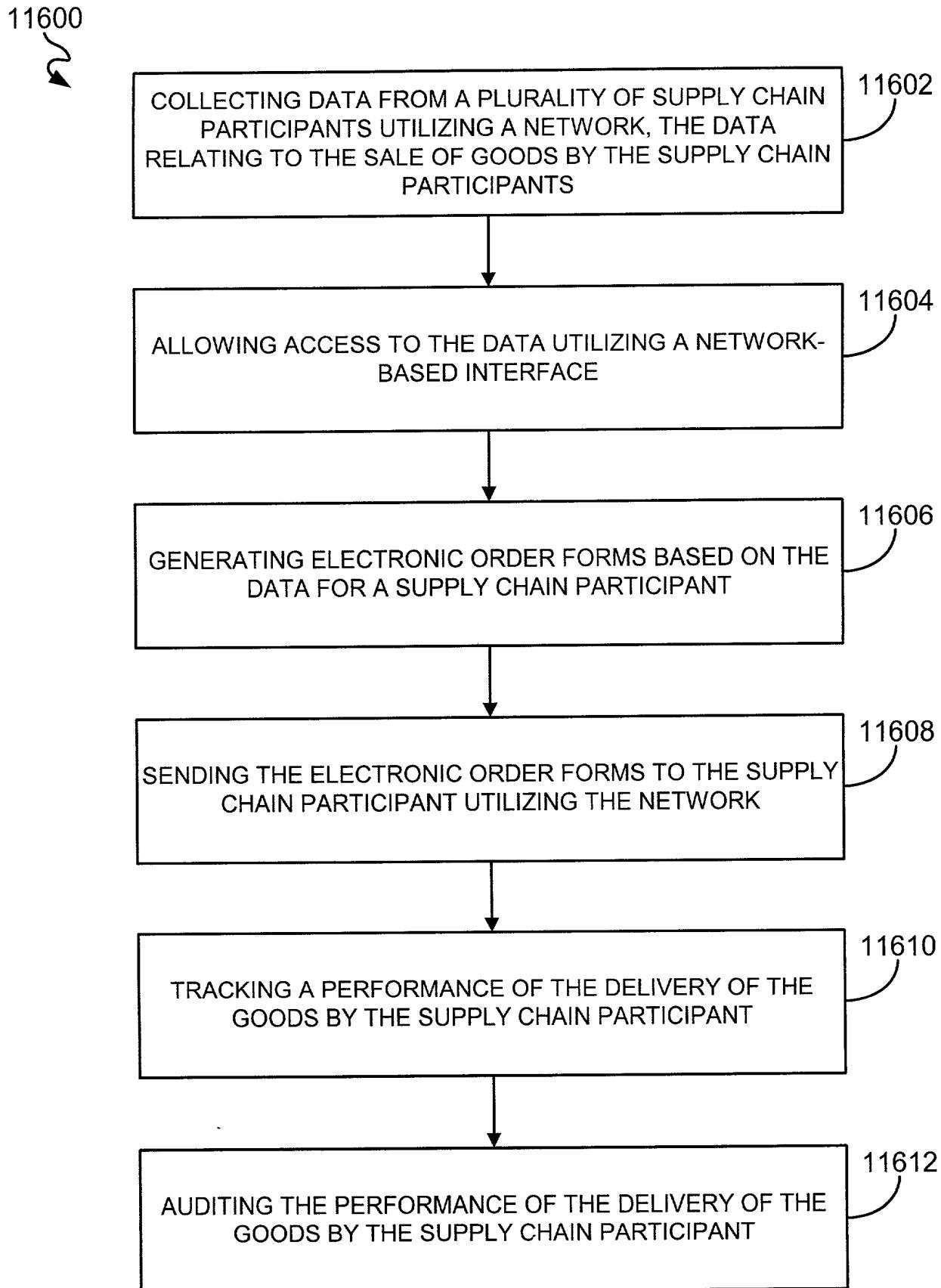


FIG. 116

11700

COLLECTING DATA FROM A PLURALITY OF OUTLETS OF A SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO THE SALE OF GOODS BY THE OUTLETS

11702

ALLOWING ACCESS TO THE DATA UTILIZING A NETWORK-BASED INTERFACE

11704

PROCESSING THE DATA

11706

SENDING THE PROCESSED DATA TO AT LEAST ONE OF A SUPPLIER, A DISTRIBUTOR AND THE OUTLETS IN THE SUPPLY CHAIN UTILIZING ELECTRONIC MAIL TRANSMITTED OVER THE NETWORK

11708

FIG. 117

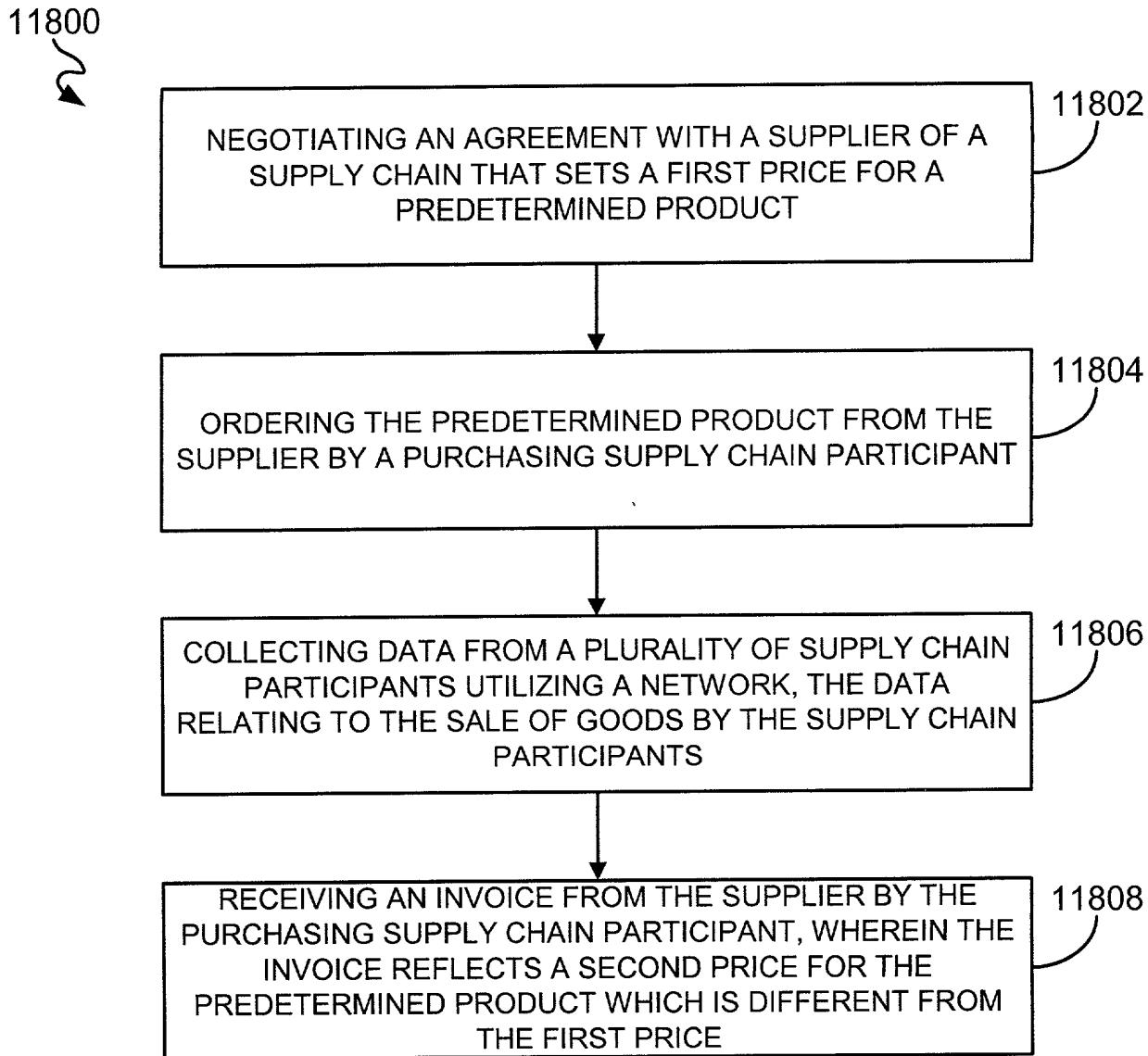


FIG. 118

11900

RECEIVING DATA FROM A PLURALITY OF OUTLETS OF A SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO AN AMOUNT OF PRODUCTS SOLD BY THE OUTLETS

DETERMINING A MAXIMUM ACCEPTABLE AMOUNT OF LOSS

TRANSLATING THE MAXIMUM ACCEPTABLE AMOUNT OF LOSS TO ACCEPTABLE ORDERING STANDARDS

GENERATING AN ELECTRONIC ORDER FORM BASED ON THE DATA AND THE ACCEPTABLE ORDERING STANDARDS FOR ORDERING PRODUCTS FROM A DISTRIBUTOR OF THE SUPPLY CHAIN

11902

11904

11906

11908

FIG. 119

12000

RECEIVING DATA FROM A PLURALITY OF OUTLETS OF A SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO AN AMOUNT OF PRODUCTS SOLD BY THE OUTLETS

12002

GENERATING ELECTRONIC ORDER FORMS BASED ON THE DATA FOR ORDERING PRODUCTS FROM A DISTRIBUTOR OF THE SUPPLY CHAIN, WHEREIN THE ELECTRONIC ORDER FORMS INDICATE AN AMOUNT OF THE PRODUCTS ORDERED BY EACH OUTLET

12004

TRACKING AN AMOUNT AND A LOCATION OF THE PRODUCTS UTILIZING THE DATA AND THE FORMS

12006

FIG. 120

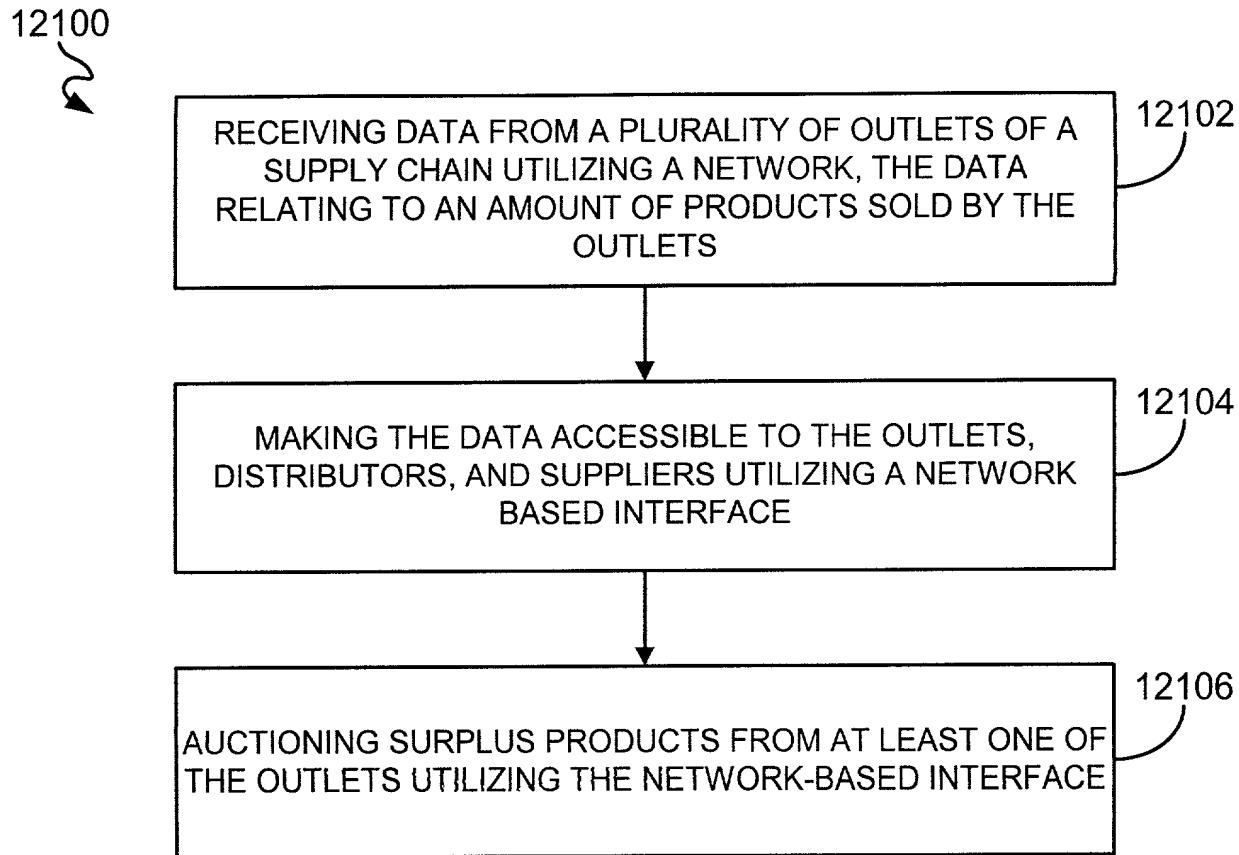


FIG. 121

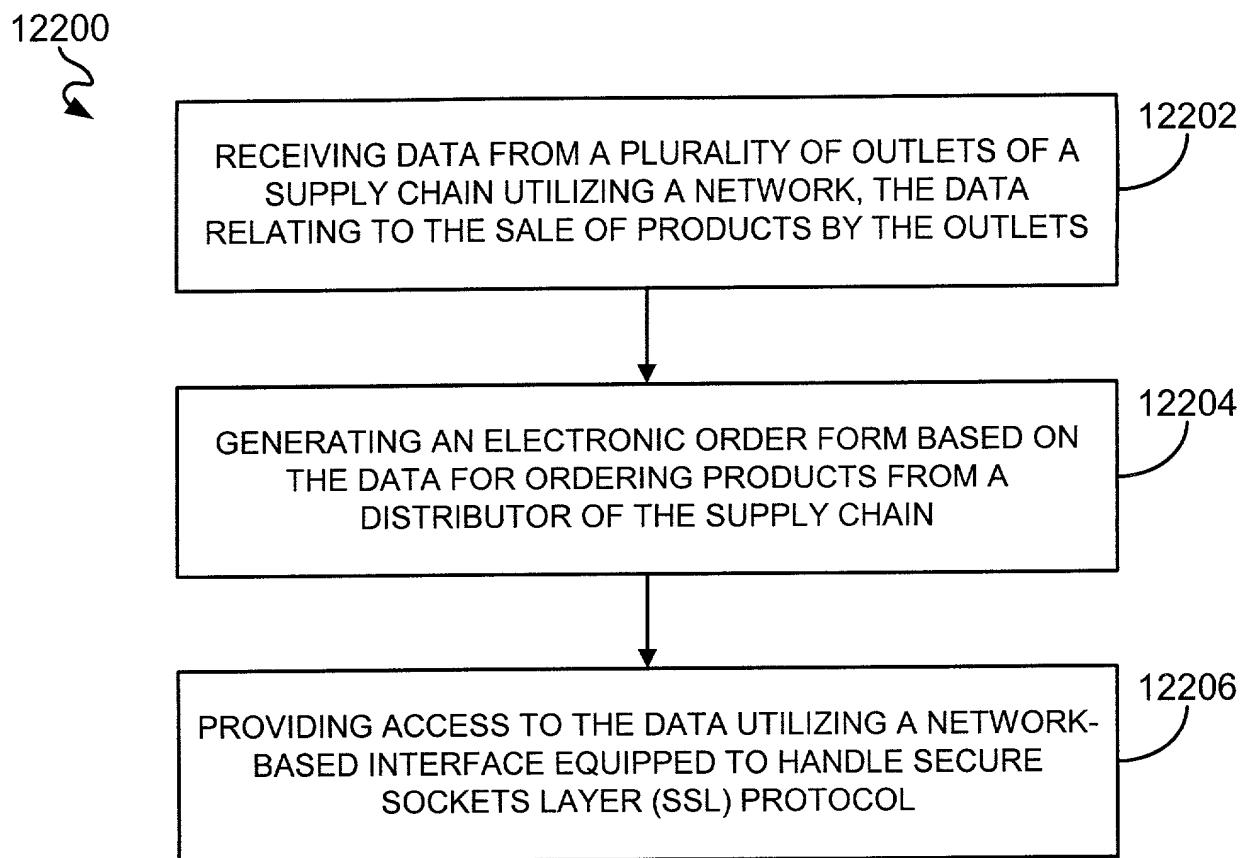


FIG. 122

12300

RECEIVING DATA FROM A PLURALITY OF OUTLETS OF A
SUPPLY CHAIN UTILIZING A NETWORK, THE DATA
RELATING TO THE SALE OF PRODUCTS BY THE OUTLETS

12302

GENERATING AN ELECTRONIC ORDER FORM BASED ON
THE DATA FOR ORDERING PRODUCTS FROM A
DISTRIBUTOR OF THE SUPPLY CHAIN

12304

ALLOWING ACCESS TO THE DATA UTILIZING A NETWORK-
BASED INTERFACE

12306

FIG. 123

12400

RECEIVING DATA FROM A PLURALITY OF OUTLETS OF A
SUPPLY CHAIN UTILIZING A NETWORK, THE DATA
RELATING TO THE SALE OF PRODUCTS BY THE OUTLETS

12402

GENERATING A CALENDAR OF EVENTS

12404

ALLOWING ACCESS TO THE CALENDAR OF EVENTS
UTILIZING A NETWORK-BASED INTERFACE

12406

FIG. 124

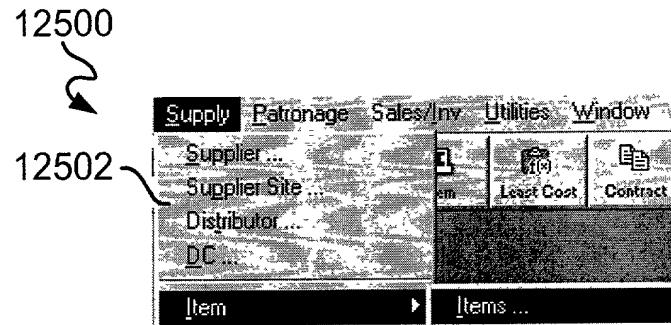


FIG. 125

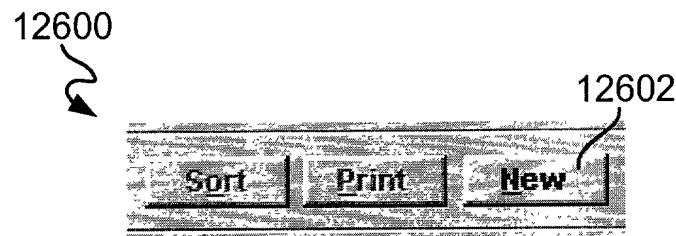


FIG. 126

12700

12702

Item Desc:

Item Number:

Status Code: Active

Product Cat Code:

Item Rank:

FIG. 127

12800

Landed Cost by Distribution Center

Item	Inv FOB	Freight	Landed	Routing
Bag - Medium	4.85	0.23	5.08	TL
Bag - Large	6.7	0.23	6.93	TL
Biscuits - Frozen	12.33	1.15	13.48	TL
Brush - Pot, Long Handle	40.2	2.02	42.22	TL
Brush - Pot, Short Handle	24	1.39	25.39	TL
Carton - Breakfast	16.59	1.1	17.69	RDC
Carton - Large Fry	29.91	0.81	30.72	RDC
Carton - Medium Fry	18.92	0.73	19.65	TLMIN

FIG. 128

12900

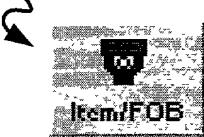


FIG. 129

13000

Supplier Item Desc:	Item No:
Current: <input checked="" type="radio"/> Yes <input type="radio"/> No	Tie Qty:
Items per Case: 5000	High Qty:
Innerpack Contents: 5/1000	Cases Per Pallet:
Item Size:	Stacking Allowed:
Case Length:	Universal Product Code:
Case Width:	Cases Per Truckload: 1350
Case Depth:	Net Weight: 39.00
Case Dimension U/M: INCHES	Gross Weight: 39.00
Item Cube: 0.95	Weight U/M: POUND(S)
Item Shelf Life:	BarCode:

White Boxes Are Copied Across Suppliers / Grey Boxes Are Only Copied Within Same Supplier

FIG. 130

13100

Site Information	Site Id:	17355	Site Role:	FOB Shipping Point
Site Name:	TYSON FOODS - NEW HOLLAND, PA			

13102

FIG. 131

13200

Site Information	Site Id:	16	FOB Shipping Point
Name:	AMERISERVE-FARMINGDALE, NY		
Status:	Active	<input type="checkbox"/>	<input type="checkbox"/>
Railroad Name:	<input type="text"/>		
Rail Sidings:	<input type="text"/>		

FIG. 132

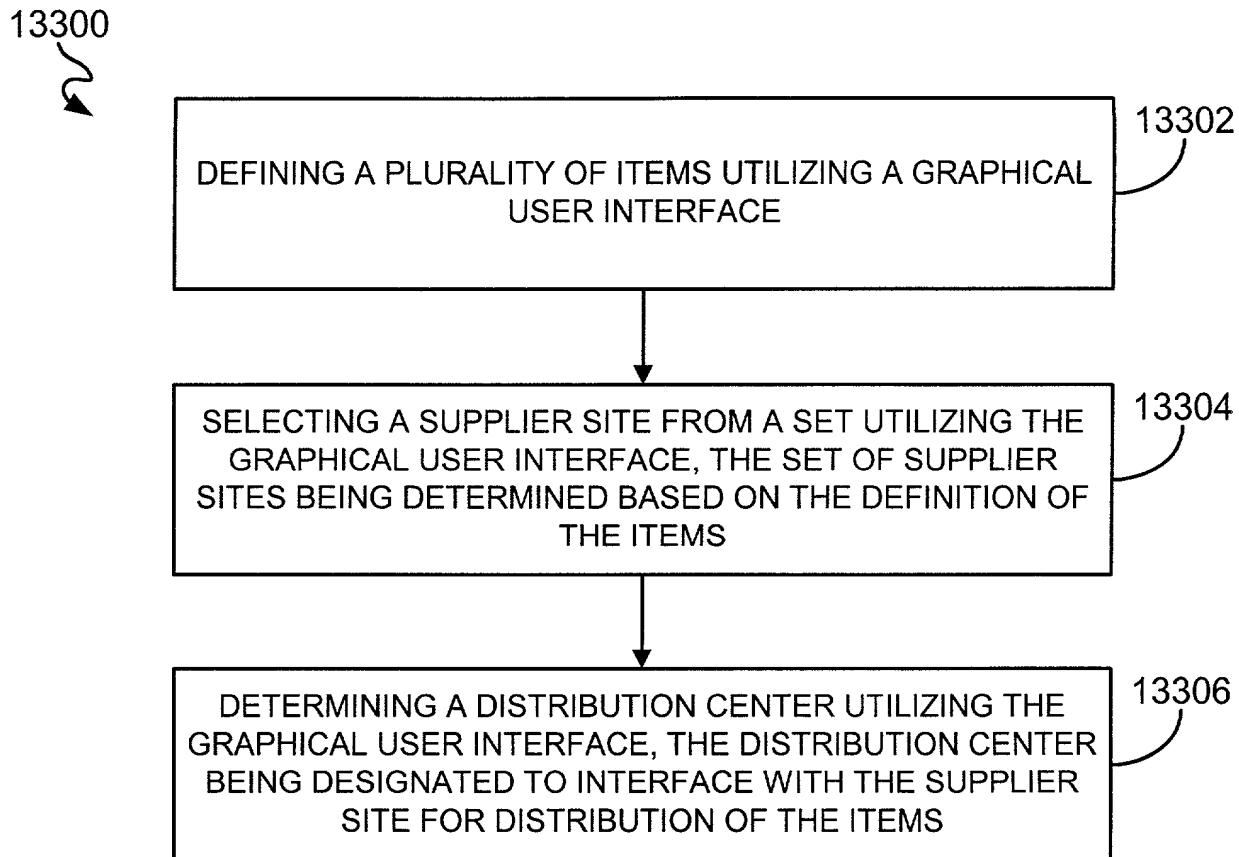


FIG. 133

13400

Item: WRAP-BACON DOUBLE CHEESEBURGER DELUXE Begin: 7/1/96 End: 9/1/96 Final

Override Rules: Yes No Apply By: Cell

FIG. 134

13500

DC	Supplier FOB Point
AMERISERVE-DENVER, CO	TYSON FOODS - GREEN FOREST, AR
AMERISERVE-DOUGLASVILLE	TYSON FOODS - ALBERTVILLE, AL
AMERISERVE-FARMINGDALE	TYSON FOODS - NEW HOLLAND, PA

FIG. 135

13600

Con FOB	Inv FOB	Freight	Landed
34.3200	34.3900	0.8400	35.2300
34.3200	34.3900	0.2900	34.6800

FIG. 136

13700

Contr	Net LB	Trk	Routing
96	83,600	2.0	TL
96	215,040	5.1	TL

FIG. 137

13800



13900

Min Ordr	UM	Ship	Deliv.
1	TRUCKLOAD(S)	Pallet	
1	TRUCKLOAD(S)	Pallet	

FIG. 138**FIG. 139**

14000

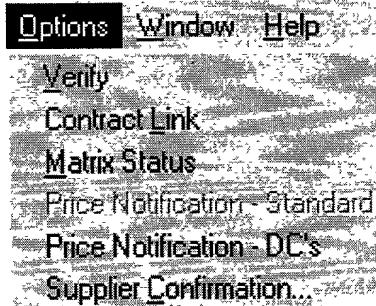
Carrier	Stated Vol
Truck	83,600
Truck	215,040

FIG. 140

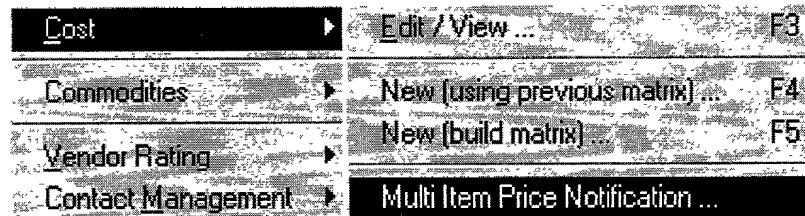
14200

**FIG. 142**

14100

**FIG. 141**

14300

**FIG. 143**

14400

IDENTIFYING AT LEAST ONE ITEM TO BE DISTRIBUTED
UTILIZING A GRAPHICAL USER INTERFACE

ASSOCIATING A COST MODEL WITH THE ITEM UTILIZING
THE GRAPHICAL USER INTERFACE

DETERMINING A TIME FRAME DURING WHICH THE COST
MODEL IS VALID UTILIZING THE GRAPHICAL USER
INTERFACE, WHEREIN THE COST MODEL IDENTIFIES A
CONTRACT COST, AN INVOICE COST, AND A LANDED COST
ASSOCIATED WITH THE DISTRIBUTION OF THE ITEM

14402

14404

14406

FIG. 144

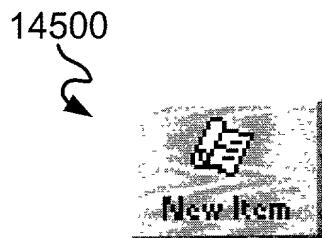


FIG. 145



FIG. 146

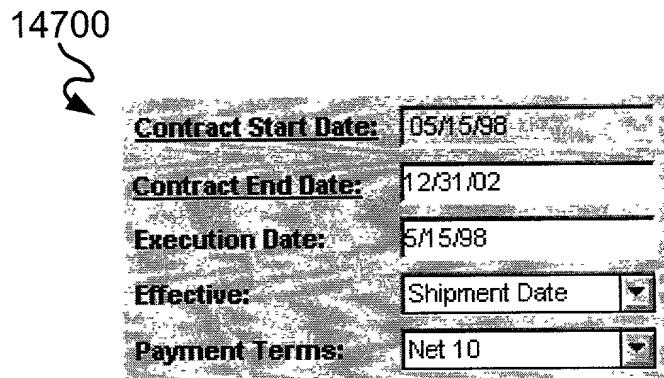


FIG. 147

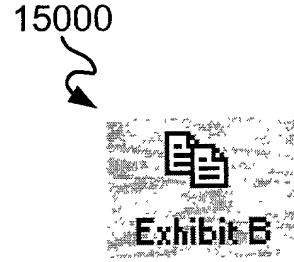
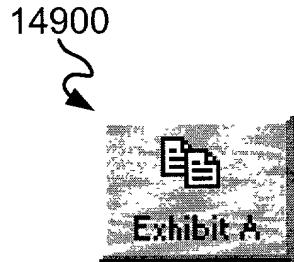
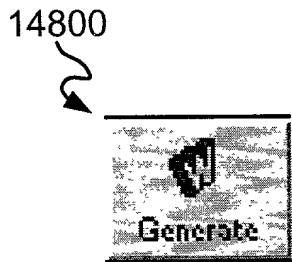


FIG. 148

FIG. 149

FIG. 150

15100

Select the End Dates to Use on the Exhibit

Item Description	Cost Matrix End Date	Contract End Date	No End Date
BEEF - 77%	<input type="radio"/> 8/1/98 <input checked="" type="radio"/> 2/24/08 <input type="radio"/> No Date	<input checked="" type="radio"/> 2/24/08	<input type="radio"/> No Date
BEEF-WHOPPER 4.0 OZ	<input type="radio"/> 8/1/98 <input checked="" type="radio"/> 2/24/08 <input type="radio"/> No Date	<input checked="" type="radio"/> 2/24/08	<input type="radio"/> No Date
BEEF-WHOPPER JR. 28 OZ	<input type="radio"/> 8/1/98 <input checked="" type="radio"/> 2/24/08 <input type="radio"/> No Date	<input checked="" type="radio"/> 2/24/08	<input type="radio"/> No Date

FIG. 151

15200

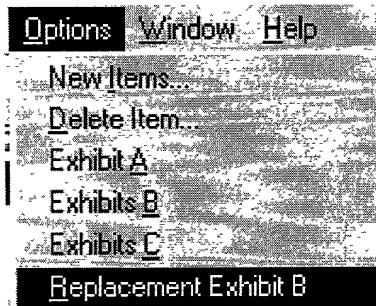


FIG. 152

15300



FIG. 153

15400

IDENTIFYING A CONTRACT UTILIZING A GRAPHICAL USER INTERFACE

15402

ASSOCIATING THE CONTRACT WITH AN ITEM TO BE DISTRIBUTED UTILIZING THE GRAPHICAL USER INTERFACE

15404

PREVENTING THE ITEM FROM BEING ASSOCIATED WITH MORE THAN ONE CONTRACT

15406

FIG. 154

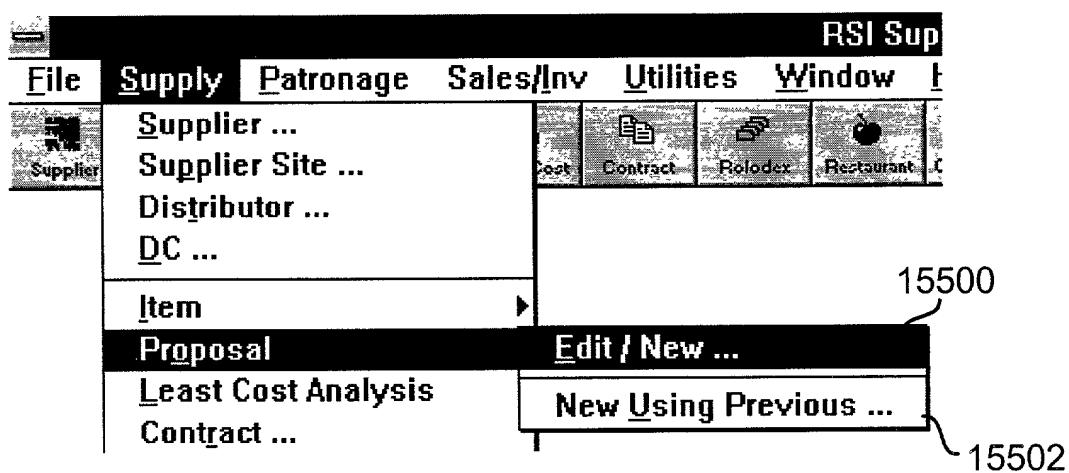


FIG. 155

15600

Proposal - Foam Hot Cups & Polystyrene Lids

Main Info | Items | Suppliers | DCs | FOB Price | DC/Rest | Usage | Templates | View Bid

Proposal Information

Proposal ID:	1021	Proposal Due Date:	06/12/97
Proposal Name:	Foam Hot Cups & Polystyrene Lids	Contract Begin Date:	07/01/97
Buyer Name:	Dennis Clabby	Contract End Date:	06/30/98

Actions

#	Date	Action Description
1	05/28/97	Sent this bid to Dart and also sent a request for information to WinCup

FIG. 156

15700



FIG. 157

15800

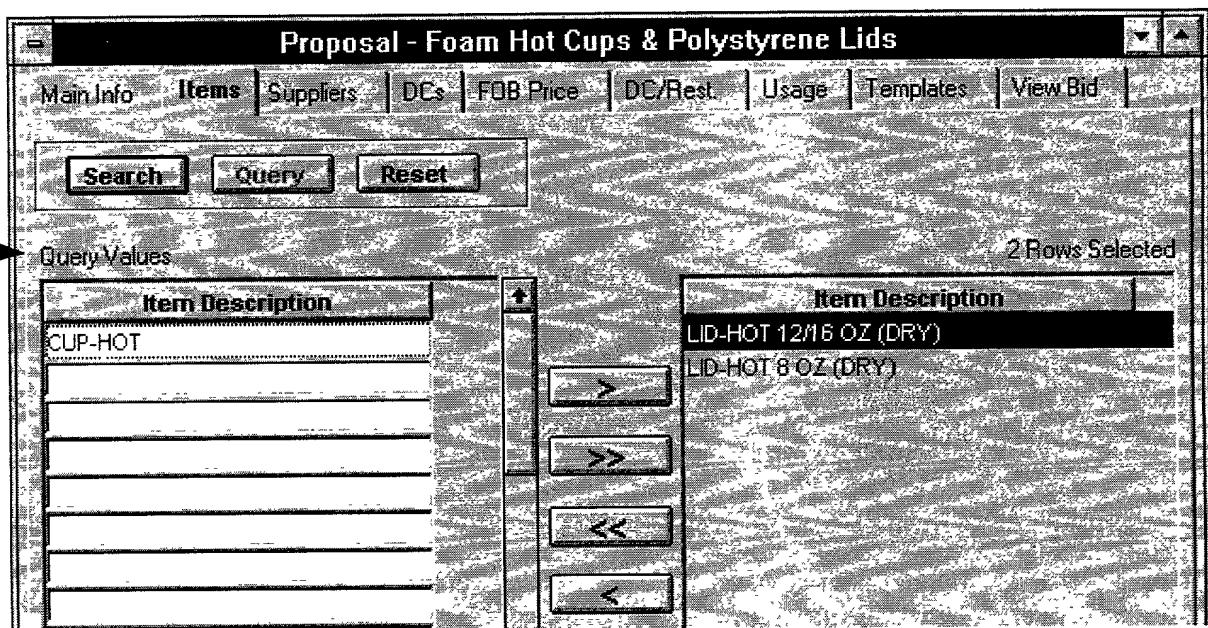


FIG. 158

15800

Proposal - Foam Hot Cups & Polystyrene Lids

Main Info | **Items** | Suppliers | DCs | FOB Price | DC/Rest. | Usage | Templates | Recreate Bid

Search | Query | Reset

6 Rows Found | 5 Rows Selected

Item Description	15902	Item Description
CUP-HOT 12 OZ (PAPER)	DRY	CUP-HOT 12 OZ (DRY)
CUP-HOT 16 OZ (PAPER)	DRY	CUP-HOT 16 OZ (500 CT) (DRY)
CUP-HOT 8 OZ (PAPER)	DRY	CUP-HOT 8 OZ (DRY)
	15904	LID-HOT 12/16 OZ (DRY)
	>>	LID-HOT 8 OZ (DRY)
	<<	15906
	<<	15908

FIG. 159

16000

Main Info | Items | Suppliers | DCs | **FOB Price** | DC/Rest. | Usage | Templates | Recreate Bid

Select The Appropriate FOB Price Component Worksheet For Each Item

Item Description	FOB Price Component
MAYO-BULK	Mayonaise Components
	(None Selected)
	Generic FOB Pricing
	Mayonaise Components

FIG. 160

16100

Item	Growth %	Gross Wgt.	Item Cube	Contract Period
CHICKEN-BK BROILER	5.00%	32	1.26	09/01/97 to 12/31/97
CHICKEN-PATTY	7.00%	37.00	1.09	
CHICKEN-TENDERS	0.00%	25.00	1.06	

Distribution Center	Previous Case Usage	Projected Rest. Count	Covg. Factor	Avg. # RM	DC Item Growth	Projected Unit Usage	
POST-ALBUQUERQ	576	30	99.34%	6.03	5.00%	755	
POST-DENVER	833	39	99.05%	6.68	5.00%	1,083	
POST-SALT LAKE	116	2	80.00%	5.46	5.00%	37	

FIG. 161

16200

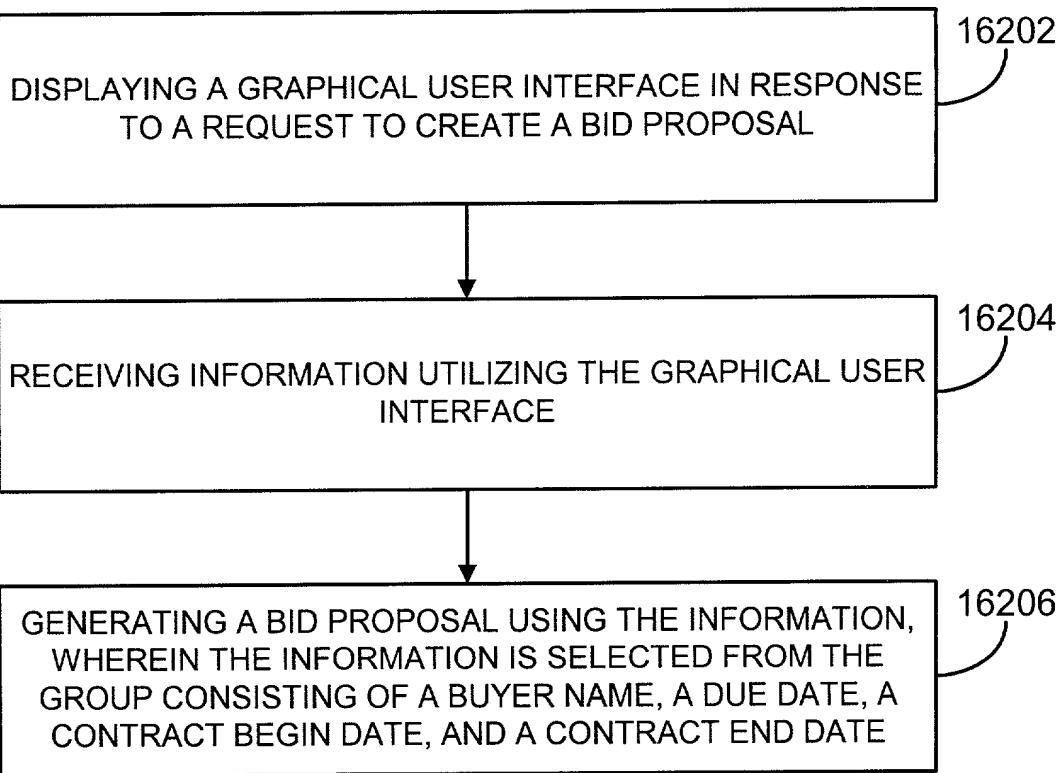


FIG. 162

16300



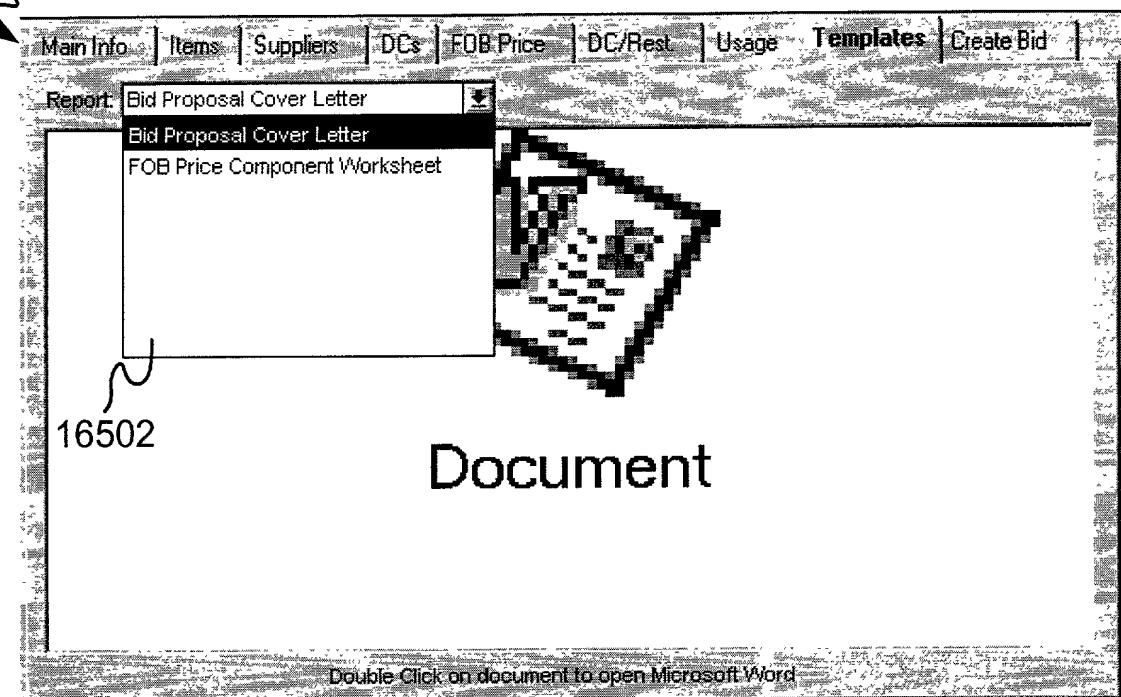
FIG. 163

16400

	Supply	MS	Editable
	Word		Y/N
Bid Proposal Cover Letter	?	?	Y
General Terms and Conditions	?	?	N
Usage Estimates	?	?	N
Supplier Facility Worksheets	?	?	N
Item Information Worksheets	?	?	N
Sample Supply Agreement	?	?	Y
BK Specification Request	?	?	Y
FOB Price Component	?	?	Y
Truckload Freight Worksheet	?	?	Y
LTL Freight Worksheet	?	?	Y

FIG. 164

16500



Document

FIG. 165

16600

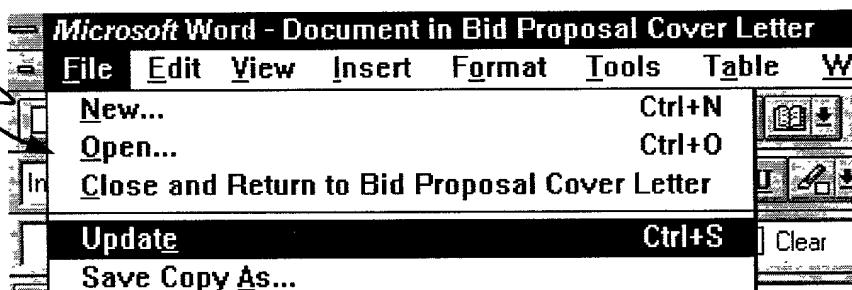


FIG. 166

16700

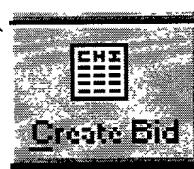
Main Info | Items | Suppliers | DCs | FOB Price | DC/Rest | Usage | Templates | Create Bid | Bid Proposal Sent

Bid Proposal Will Include Checked Documents

General	Cost
<input checked="" type="checkbox"/> Bid Proposal Cover Letter	<input checked="" type="checkbox"/> FOB Price Component Worksheet
<input checked="" type="checkbox"/> General Terms & Conditions	<input checked="" type="checkbox"/> Truckload Freight Worksheet
<input checked="" type="checkbox"/> Usage Estimates	<input checked="" type="checkbox"/> LTL Freight Worksheet
<input checked="" type="checkbox"/> Supplier Facility Worksheet	<input checked="" type="checkbox"/> Blank Sheets
<input checked="" type="checkbox"/> Item Information Worksheet	<input checked="" type="checkbox"/> Supplier Facility Worksheet
<input checked="" type="checkbox"/> Sample Supply Agreement	<input checked="" type="checkbox"/> Item Information Worksheet
<input checked="" type="checkbox"/> BK Specification Request	<input checked="" type="checkbox"/> FOB Price Component Worksheet
* LTL Freight Worksheet will be printed by system if necessary.	
Truckload Freight Worksheet	
LTL Freight Worksheet	

FIG. 167

16800



16900

Report:	Item Information Worksheet	Supplier: (all)
7/2/97	Bid Proposal Cover Letter	
	FOB Price Component Worksheet	
	General Terms & Conditions	
	Item Information Worksheet	
	LTL Freight Worksheet	
	Sample Supply Agreement	
	Supplier Facility Worksheet	

Restaurant Services, Inc.
Item Information Worksheet

ATTY

DS

FIG. 169

17000

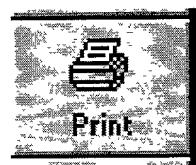


FIG. 170

17100

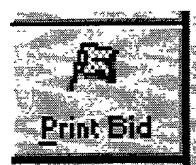


FIG. 171

17200

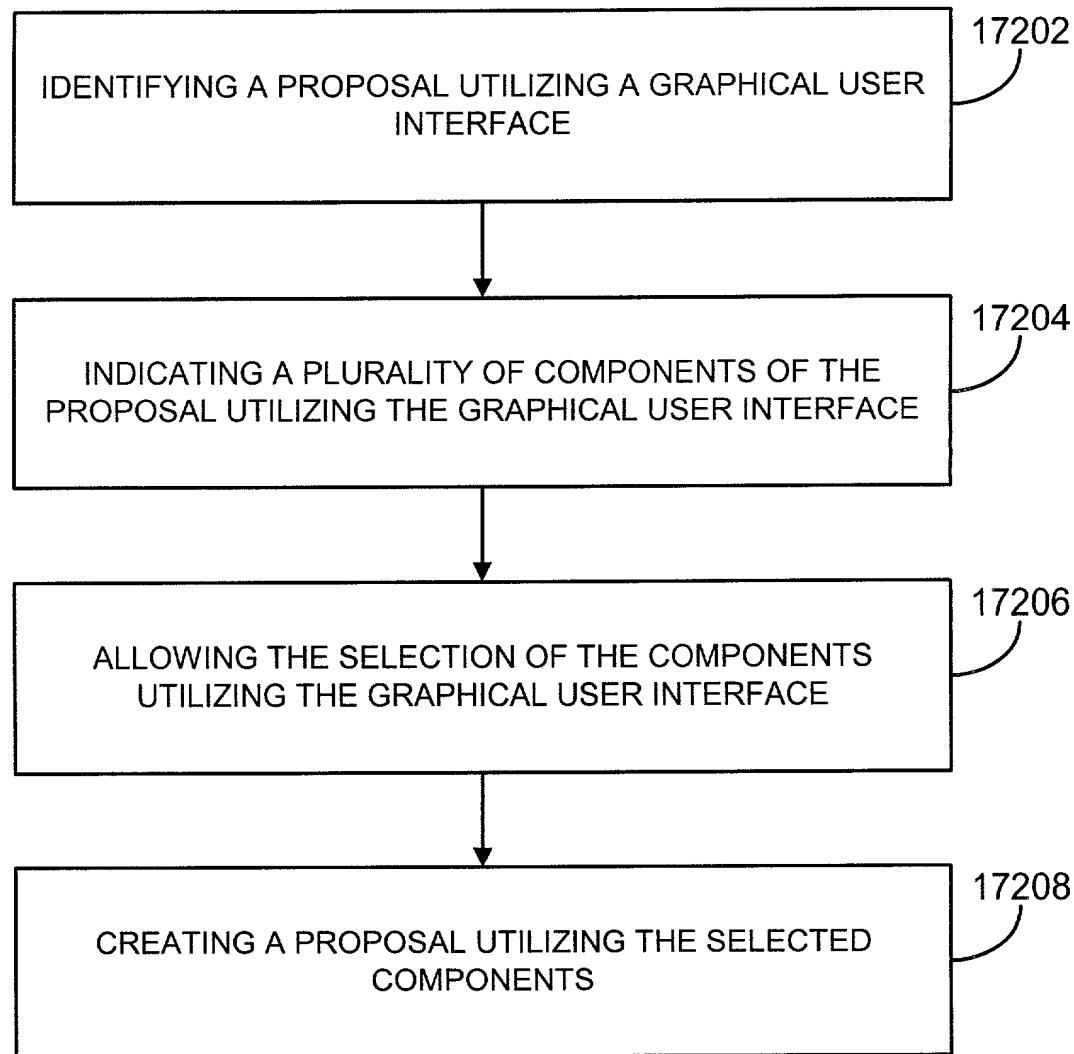


FIG. 172

17300

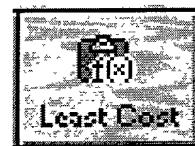


FIG. 173

17400

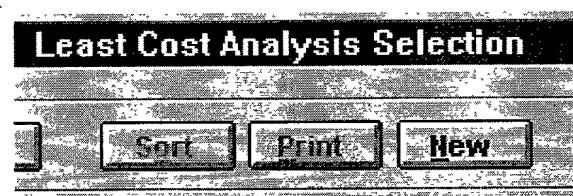


FIG. 174

17500

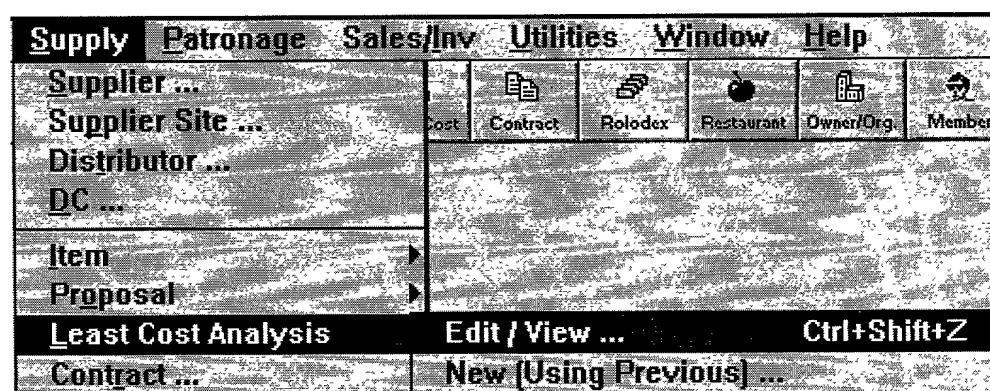


FIG. 175

Bid Proposal Name:	(None)	<input type="button" value="Download"/>
Foam Hot Cups & Polystyrene Lids (07/01/97 to 06/30/98)		
Ham, Sausage, Bacon Freight Bid (10/01/97 to 12/31/97)		

17600

FIG. 176

17700

SELECTING BETWEEN A PLURALITY OF OPTIONS UTILIZING
A GRAPHICAL USER INTERFACE, EACH OPTION
CORRESPONDING TO A SEPARATE TECHNIQUE OF
CREATING AN ANALYSIS

17702

GENERATING A NEW ANALYSIS UPON THE SELECTION OF A
FIRST OF THE OPTIONS

17704

EDITING A PREVIOUS ANALYSIS UPON THE SELECTION OF
A SECOND OF THE OPTIONS

17706

INTEGRATING A BID PROPOSAL WITH AN INTEGRATED
ANALYSIS UPON THE SELECTION OF A THIRD OF THE
OPTIONS

17708

FIG. 177

17800

Analysis Name: Hash Brown Actual

Analysis ID: 1036

Buyer: Dennis Clabby

Period of Agreement: 10/1/97 THRU 9/30/98

Unit Of Measure: CASE(S)

FIG. 178

17900

Version (1) of (9) Base version

What is the max # of FOB points to allocate to each DC? One FOB

What is pricing method for this version? FOB + Freight

What is the RSI Invoice FOB Upcharge (Downcharge)? 0.0000

Override RDC Truckload Validation? No

Solution Strategy: Standard Last Revision: 9/15/97 1:04 PM

FIG. 179

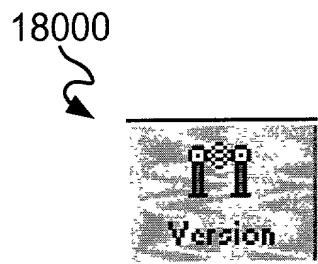


FIG. 180

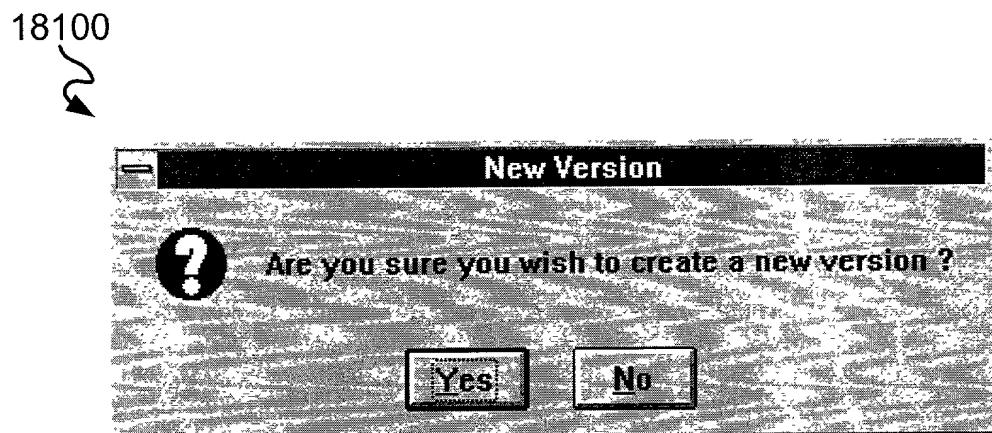


FIG. 181

18200

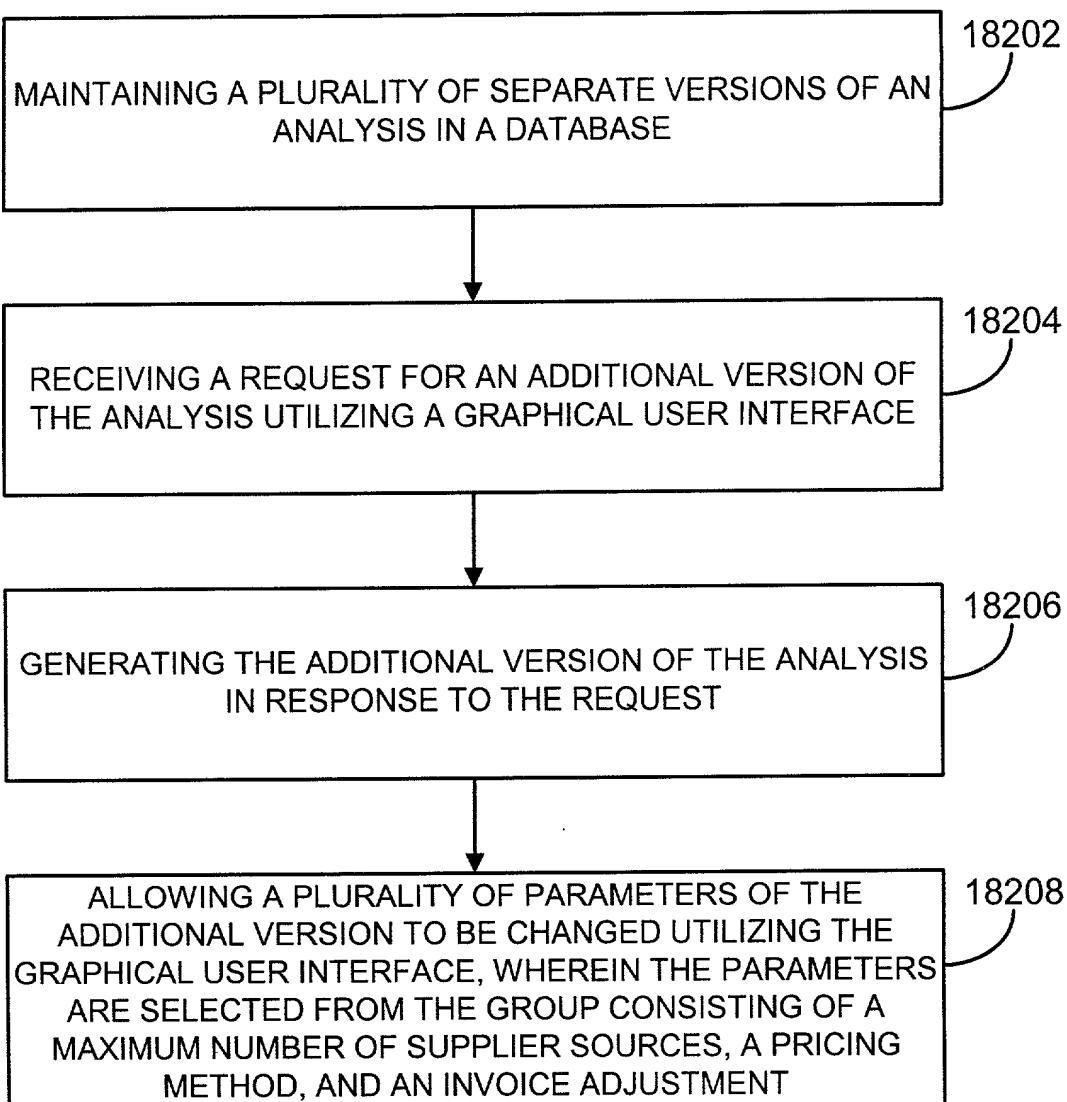


FIG. 182

18300

Search Query Reset

Query Values

Supplier FOB
DOP

7 Rows Selected

Supplier FOB
DOPACO-DOWNTOWN, PA
DOPACO-KINSTON, NC
DOPACO-ST. CHARLES, IL
DOPACO-STOCKTON, CA
IMPERIAL BONDWARE-SHELBYVILLE, IL

18302

FIG. 183

18400

Item Description	Conv. Factor
FRIES-COATED (FRZN)	36

18402

FIG. 184

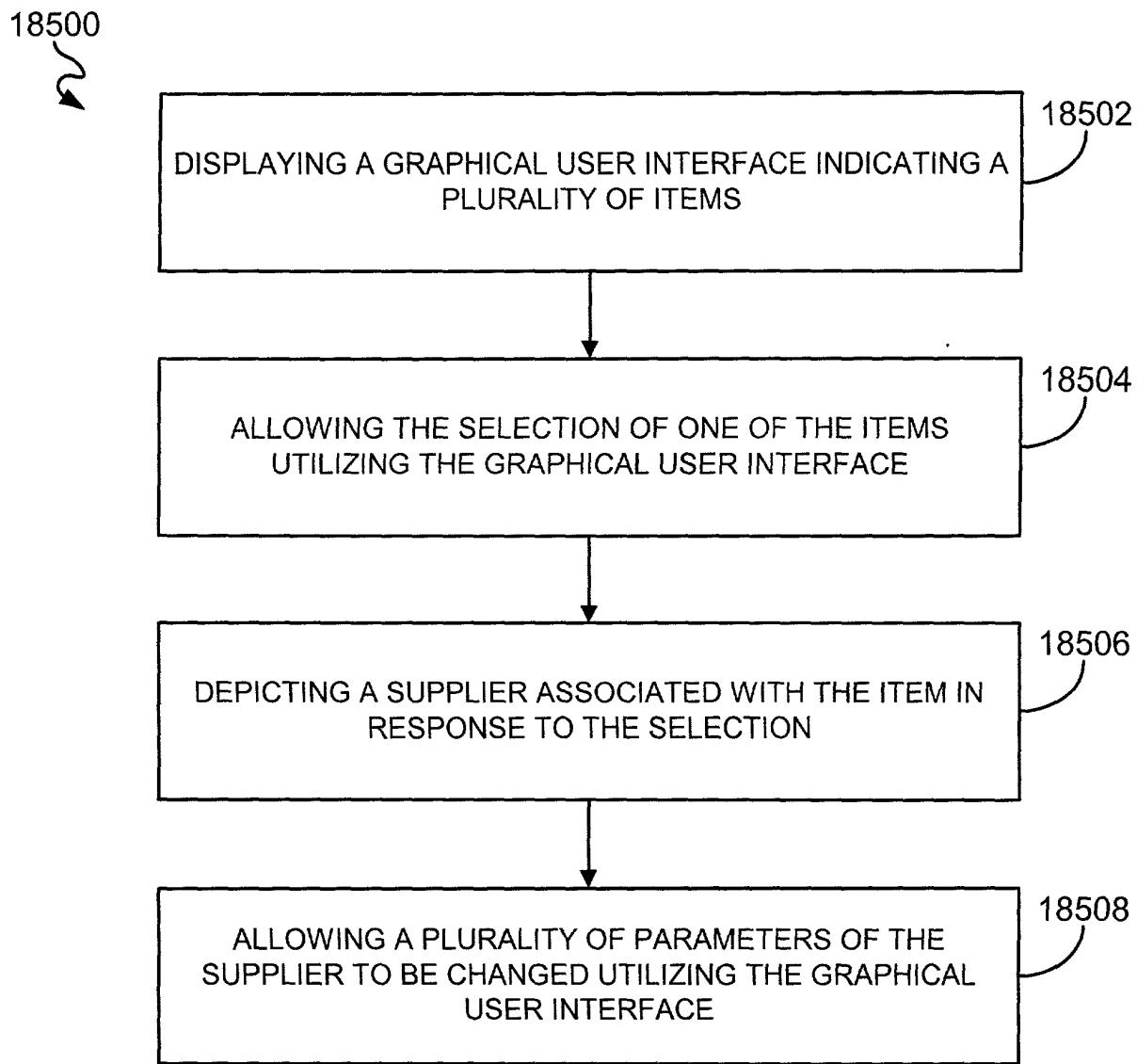


FIG. 185

18600

Item Description	Supplier FOB
CUP-COLD 16 OZ	DOPACO-DOWNTOWN, PA
CUP-COLD 22 OZ	DOPACO-DOWNTOWN, PA
CUP-COLD 32 OZ	DOPACO-DOWNTOWN, PA
Supplier Item Desc: 16 OZ COLD CUP	Item No: CP2942
Items per Case: 1200	Line Qty: 5
Innerpack Contents: 1200	High Qty: 5
Item Size: <input type="text"/>	Cases Per Pallet: 25
Item Shelf Life: <input type="text"/>	Stacking Allowed: <input checked="" type="radio"/> Yes <input type="radio"/> No
Case Length: 22.125	Mandatory: <input type="checkbox"/>
Case Width: 15.125	Case Cube: 3.43 CUBIC FEET
Case Depth: 17.75	Cases Per Truckload: 769
Case U/M: INCHES	Gross Weight: 29.28 POUND(S)
	Net Weight: 27.28 POUND(S)

FIG. 186

18700



FIG. 187

18800

ENTERING A QUERY IN A SEARCH FIELD OF A GRAPHICAL
USER INTERFACE FOR SEARCHING FOR A PLURALITY OF
SUPPLY CHAIN COMPONENTS

18802

LISTING RESULTS OF THE SEARCH IN A RESULTS FIELD OF
THE GRAPHICAL USER INTERFACE

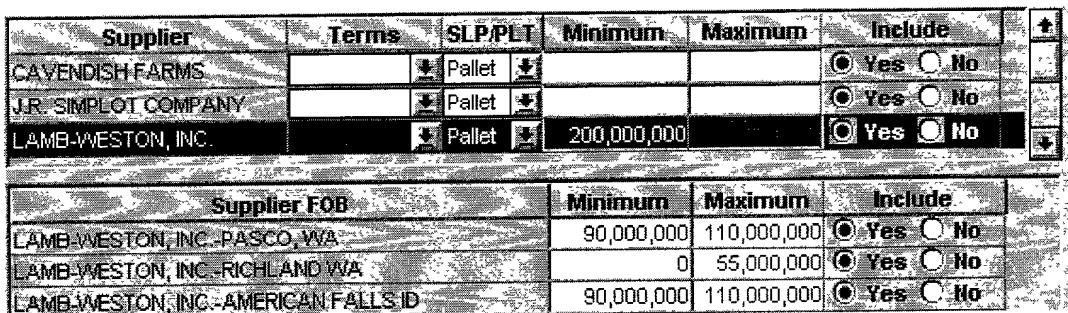
18804

SELECTING THE RESULTS FROM THE RESULTS FIELD FOR
INCLUSION IN A SUPPLY CHAIN ANALYSIS

18806

FIG. 188

18900

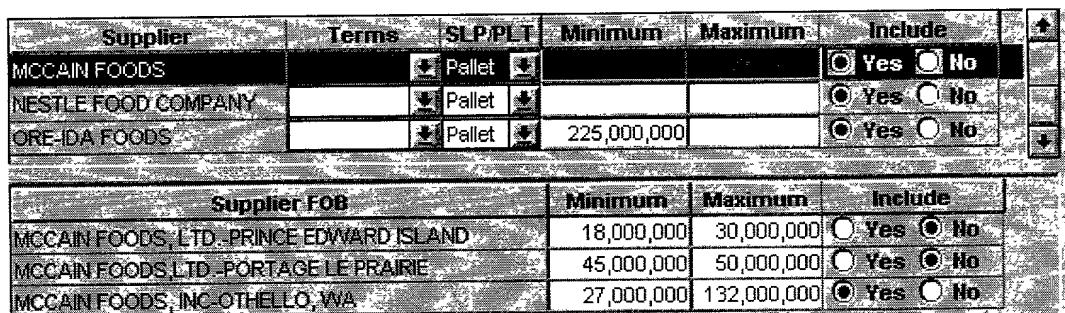


Supplier	Terms	SLP/PLT	Minimum	Maximum	Include
CAVENDISH FARMS		Pallet			<input checked="" type="radio"/> Yes <input type="radio"/> No
J.R. SIMPLOT COMPANY		Pallet			<input checked="" type="radio"/> Yes <input type="radio"/> No
LAMB-WESTON, INC.		Pallet	200,000,000		<input checked="" type="radio"/> Yes <input type="radio"/> No

Supplier FOB	Minimum	Maximum	Include
LAMB-WESTON, INC. - PASCO, WA	90,000,000	110,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No
LAMB-WESTON, INC. - RICHLAND, WA	0	55,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No
LAMB-WESTON, INC. - AMERICAN FALLS, ID	90,000,000	110,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No

FIG. 189

19000



Supplier	Terms	SLP/PLT	Minimum	Maximum	Include
MCCAIN FOODS		Pallet			<input checked="" type="radio"/> Yes <input type="radio"/> No
NESTLE FOOD COMPANY		Pallet			<input checked="" type="radio"/> Yes <input type="radio"/> No
ORE-IDA FOODS		Pallet	225,000,000		<input checked="" type="radio"/> Yes <input type="radio"/> No

Supplier FOB	Minimum	Maximum	Include
MCCAIN FOODS, LTD. - PRINCE EDWARD ISLAND	18,000,000	30,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No
MCCAIN FOODS LTD. - PORTAGE LE PRAIRIE	45,000,000	50,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No
MCCAIN FOODS, INC. - OTHIELLO, WA	27,000,000	132,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No

FIG. 190

19100

DISPLAYING A PLURALITY OF SUPPLIER SITES UTILIZING A
GRAPHICAL USER INTERFACE

19102

DETERMINING A MINIMUM VALUE AND A MAXIMUM VALUE
OF CAPACITY LEVELS ASSOCIATED WITH THE SUPPLIER
SITES UTILIZING THE GRAPHICAL USER INTERFACE

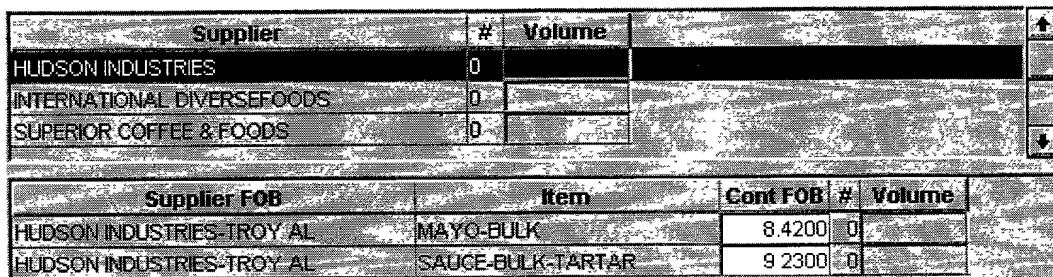
19104

CONDITIONALLY EXCLUDING THE SUPPLIER SITES FROM A
SUPPLY CHAIN ANALYSIS UTILIZING THE GRAPHICAL USER
INTERFACE

19106

FIG. 191

19200

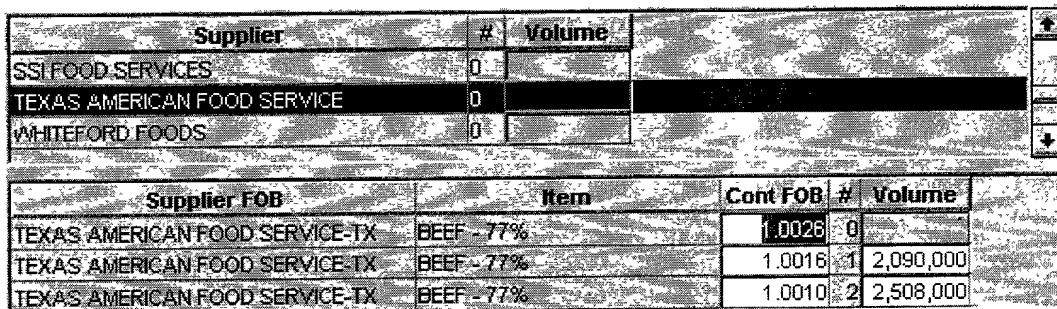


Supplier	#	Volume
HUDSON INDUSTRIES	0	
INTERNATIONAL DIVERSEFOODS	0	
SUPERIOR COFFEE & FOODS	0	

Supplier FOB	Item	Cont FOB	#	Volume
HUDSON INDUSTRIES-TROY AL	MAYO-BULK	8.4200	0	
HUDSON INDUSTRIES-TROY AL	SAUCE-BULK-TARTAR	9.2300	0	

FIG. 192

19300

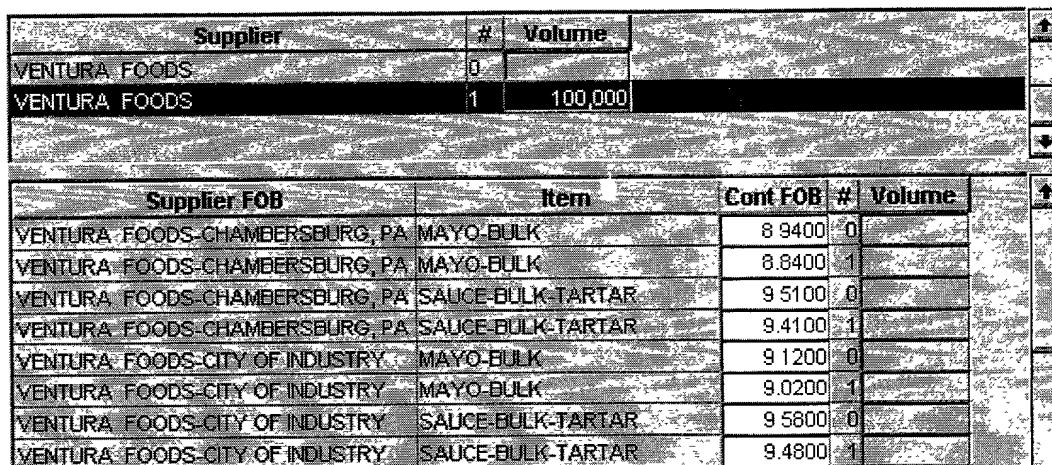


Supplier	#	Volume
SSI FOOD SERVICES	0	
TEXAS AMERICAN FOOD SERVICE	0	
WHITEFORD FOODS	0	

Supplier FOB	Item	Cont FOB	#	Volume
TEXAS AMERICAN FOOD SERVICE-TX	BEEF - 77%	1.0026	0	
TEXAS AMERICAN FOOD SERVICE-TX	BEEF - 77%	1.0016	1	2,090,000
TEXAS AMERICAN FOOD SERVICE-TX	BEEF - 77%	1.0010	2	2,508,000

FIG. 193

19400



Supplier	#	Volume
VENTURA FOODS	0	
VENTURA FOODS	1	100,000

Supplier FOB	Item	Cont FOB	#	Volume
VENTURA FOODS-CHAMBERSBURG, PA	MAYO-BULK	8.9400	0	
VENTURA FOODS-CHAMBERSBURG, PA	MAYO-BULK	8.8400	1	
VENTURA FOODS-CHAMBERSBURG, PA	SAUCE-BULK-TARTAR	9.5100	0	
VENTURA FOODS-CHAMBERSBURG, PA	SAUCE-BULK-TARTAR	9.4100	1	
VENTURA FOODS-CITY OF INDUSTRY	MAYO-BULK	9.1200	0	
VENTURA FOODS-CITY OF INDUSTRY	MAYO-BULK	9.0200	1	
VENTURA FOODS-CITY OF INDUSTRY	SAUCE-BULK-TARTAR	9.5800	0	
VENTURA FOODS-CITY OF INDUSTRY	SAUCE-BULK-TARTAR	9.4800	1	

FIG. 194

19500

Item Description	Supplier FOB		
FRIES-COATED	CAVENDISH-PRINCE EDWARD		
FRIES-COATED	J.R. SIMPLOT COMPANY-HERMISTON		
FRIES-COATED	LAMB-WESTON, INC -PASCO, WA		
Distribution Center	Delivered	#	Volume
AMERISERVE-OMAHA, NE	0.3750	0	0
AMERISERVE-PLYMOUTH, MN	0.3850	0	0
AMERISERVE-WAUKEEHA	0.3670	0	0
FLEMING FOODS-KAPOLEI	0.4725	0	0
KING PROVISION-ATLANTA	0.3950	0	0

FIG. 195

19600

RECEIVING A SELECTION OF AT LEAST ONE OF A PLURALITY OF TYPES OF PRICING SCHEMES UTILIZING A GRAPHICAL USER INTERFACE

19602

DISPLAYING A PLURALITY OF SUPPLIER SITES UTILIZING THE GRAPHICAL USER INTERFACE

19604

DEPICTING AT LEAST ONE OF A PLURALITY OF PRICING FIELDS ADJACENT THE SUPPLIER SITES BASED ON THE SELECTION UTILIZING THE GRAPHICAL USER INTERFACE

19606

FIG. 196

19700



Total Rest. Growth Amount		Usage Period	
5.00%		09/01/97 to 08/31/98	
Distribution Center	Current Rest. Count	Restaurant Growth %	Projected Avg. Rest. Count
AMERISERVE/POST-ALBUQUERQUE	27	5.00%	23
AMERISERVE/POST-DENVER	35	5.00%	37
AMERISERVE/POST-SALT LAKE, UT	2	5.00%	2
AMERISERVE-OMAHA, NE	166	5.00%	174

FIG. 197

19800



Item		Item Growth %		Usage Period	
CHICKEN-PATTY			-0.00		
Distribution Center	Previous Usage	Projected Rest. Count	Covg. Factor	Avg. # RM	DC Item Growth
AMER-OMAMA	44,035	166	98.49%	24.12	4.00%
AMER-PLYMOUTH	37,141	177	100.00%	18.30	5.00%
AMER-MILWAUK	36,520	188	100.00%	19.02	0.00%

FIG. 198

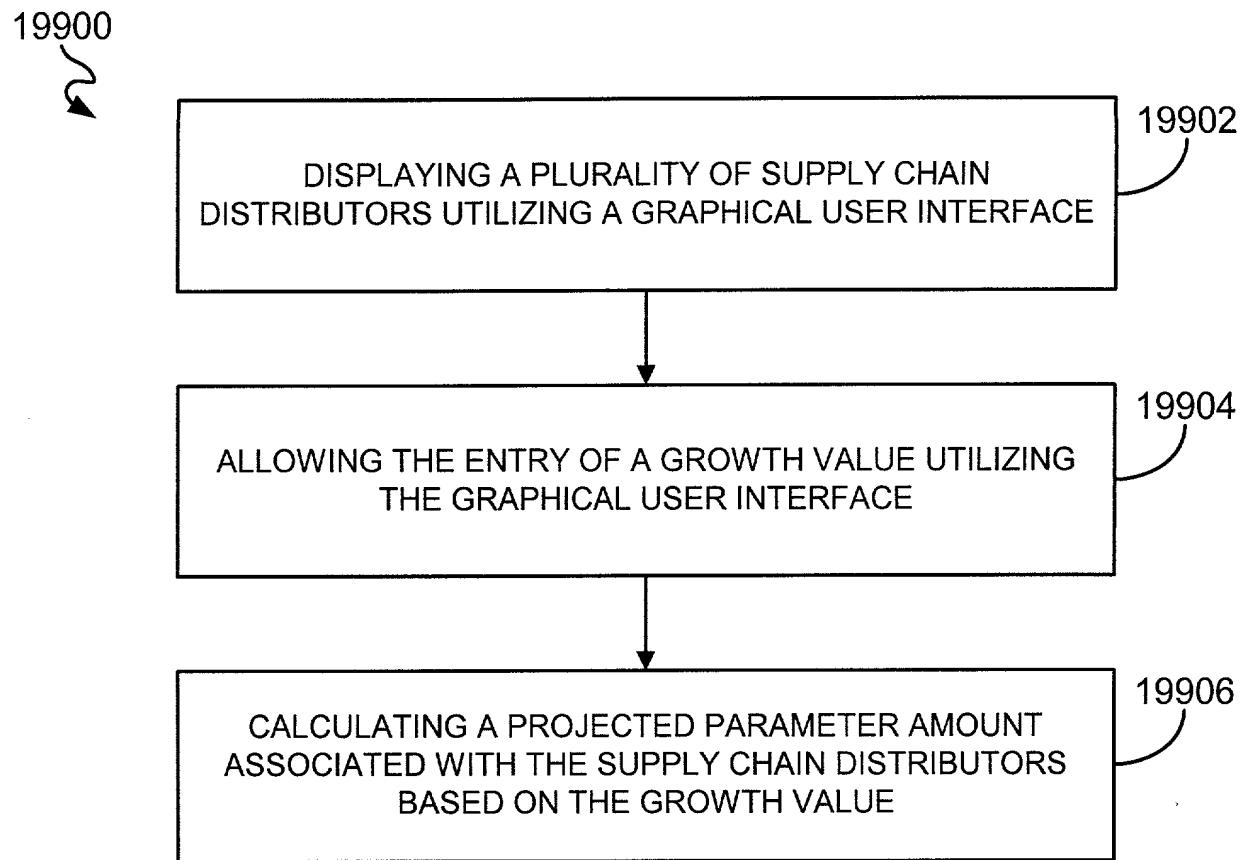


FIG. 199

20000

Supplier FOB		Address		
CAVENDISH FARMS	Dieppe	NB	E1A6X4	
J.R. SIMPLOT COMPANY-HERMISTON, OR	Hermiston	OR	99999	
LAMB-WESTON, INC.-AMERICAN FALLS ID	American Falls	ID	83211	
Distribution Center		Lane Restriction	Honor TL Rate	
AMERISERVE/POST-ALBUQUERQUE	<input type="radio"/> Solver	<input type="radio"/> Required	<input checked="" type="radio"/> Excluded	<input type="checkbox"/>
AMERISERVE/POST-DENVER	<input type="radio"/> Solver	<input type="radio"/> Required	<input checked="" type="radio"/> Excluded	<input type="checkbox"/>
AMERISERVE/POST-SALT LAKEUT	<input type="radio"/> Solver	<input type="radio"/> Required	<input checked="" type="radio"/> Excluded	<input type="checkbox"/>
AMERISERVE-OMAHA, NE	<input type="radio"/> Solver	<input type="radio"/> Required	<input checked="" type="radio"/> Excluded	<input type="checkbox"/>
AMERISERVE-PLYMOUTH, MN	<input type="radio"/> Solver	<input type="radio"/> Required	<input checked="" type="radio"/> Excluded	<input type="checkbox"/>

20002

FIG. 200

20100

Supplier FOB		Address		
CAVENDISH FARMS	Dieppe	NB	E1A6X4	
J.R. SIMPLOT COMPANY-HERMISTON, OR	Hermiston	OR	99999	
LAMB-WESTON, INC.-AMERICAN FALLS ID	American Falls	ID	83211	
Distribution Center		Lane Restriction		
AMERISERVE/POST-ALBUQUERQUE	<input type="radio"/> Solver	<input checked="" type="radio"/> Required	<input type="radio"/> Excluded	
AMERISERVE/POST-DENVER	<input checked="" type="radio"/> Solver	<input type="radio"/> Required	<input type="radio"/> Excluded	

FIG. 201

20200

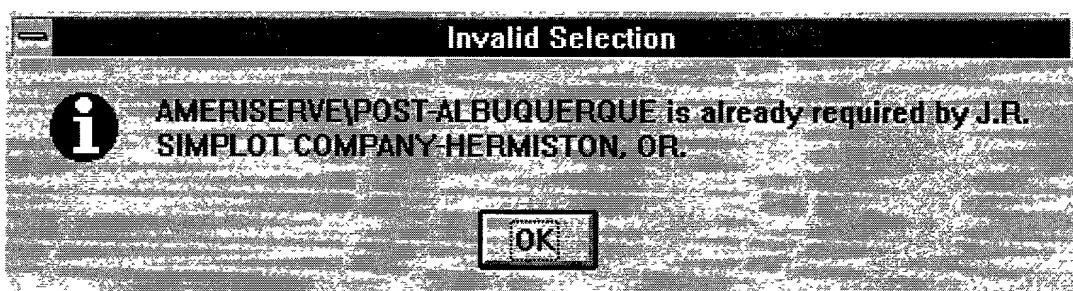


FIG. 202

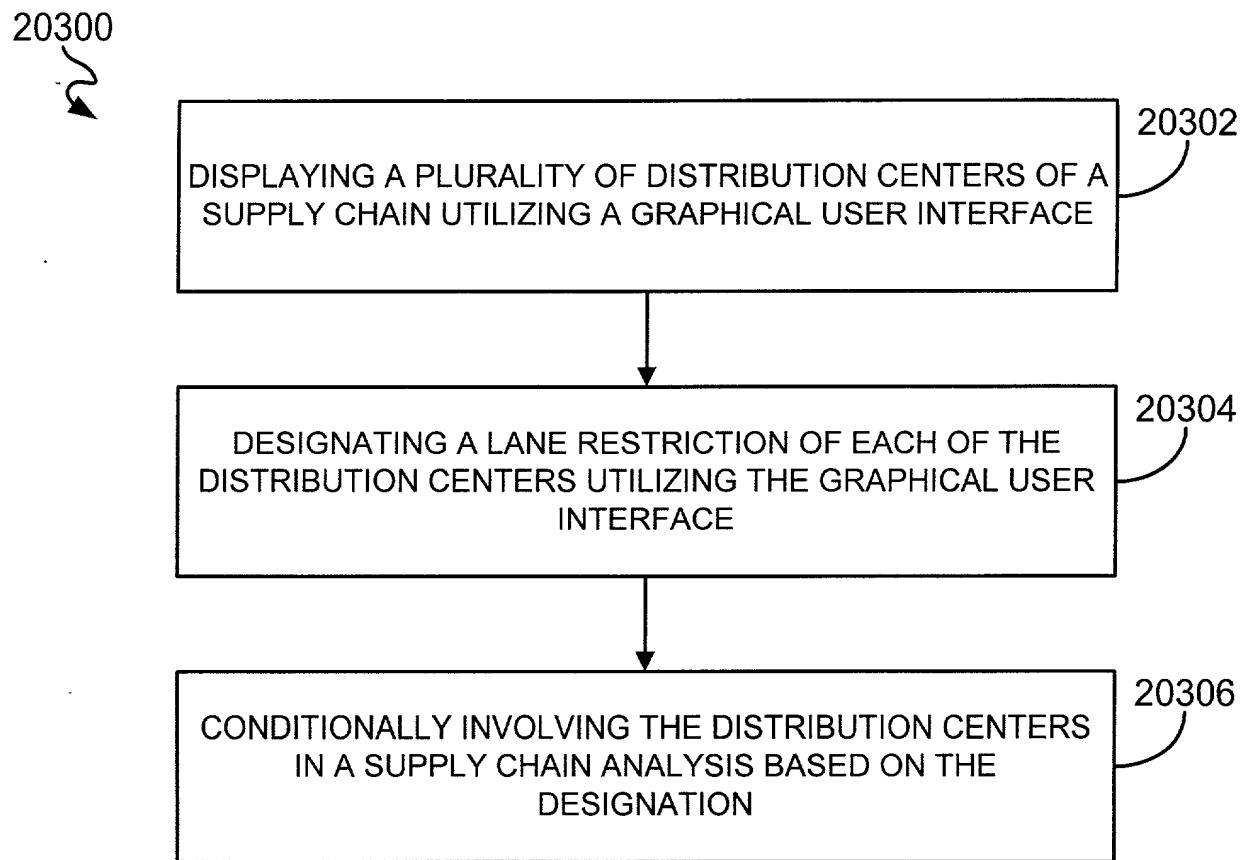


FIG. 203

20400

Supplier FOB		Address		
CAVENDISH FARMS	Dieppe	NB	E1A6X4	
J.R. SIMPLOT COMPANY-HERMISTON, OR	Hermiston	OR	99999	
LAMB WESTON, INC.-AMERICAN FALLS ID	American Falls	ID	83211	
Distribution Center	Truckload Freight	Lane Distance		
AMERISERVE POST-ALBUQUERQUE	1,617			
AMERISERVE POST-DENVER	1,277			
AMERISERVE POST-SALT LAKE UT	691			

FIG. 204

20500

Supplier FOB		Address					
O.K. FOODS-FORT SMITH AR	Fort Smith	AR	72904				
TYSON FOODS-GREEN FOREST, AR	Green Forest	AR	72638				
TYSON FOODS-RUSSELVILLE AR	Russelville	AR	72801				
Distribution Center	Weight Minimum	LTL LBS	0 to 1,000 LBS	1,001 to 5,000 LBS	5,001 to 10,000 LBS	10,001 to 20,000 LBS	20,000 LBS +
PS-ATLANTA	15,000						1.10
PS-BURLINGTON	15,000	400.00					1.20

FIG. 205

20600

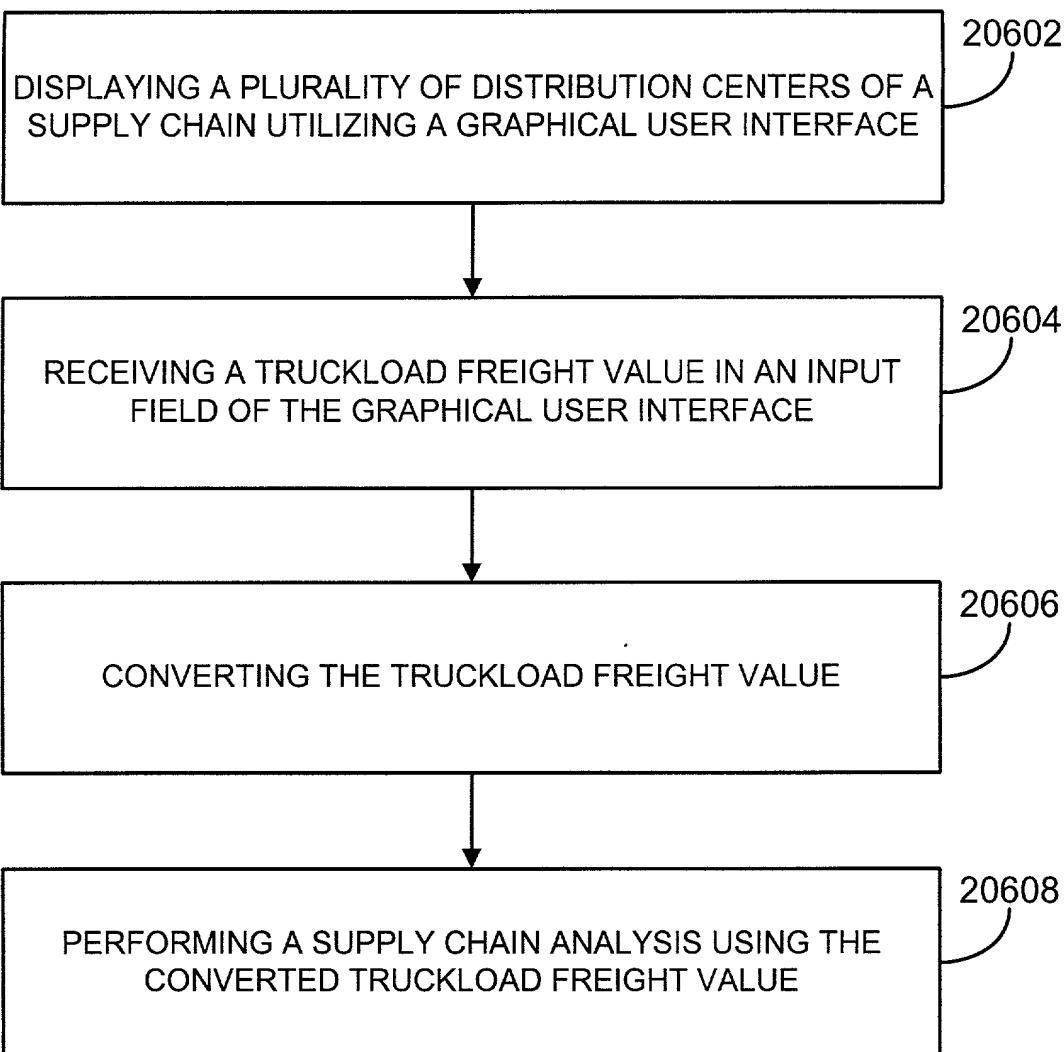


FIG. 206

20700



Analysis Region	Force FOB
MCCABE-PORTLAND/RMW-ANCHORAGE	<input checked="" type="radio"/> Yes <input type="radio"/> No
Distribution Center Name	Site Role
MCCABE QUALITY FOODS-PORTLAND	Corporate & FOB Point
RESTAURANTS RMW-ANCHORAGE	Corporate & FOB Point

FIG. 207

20800

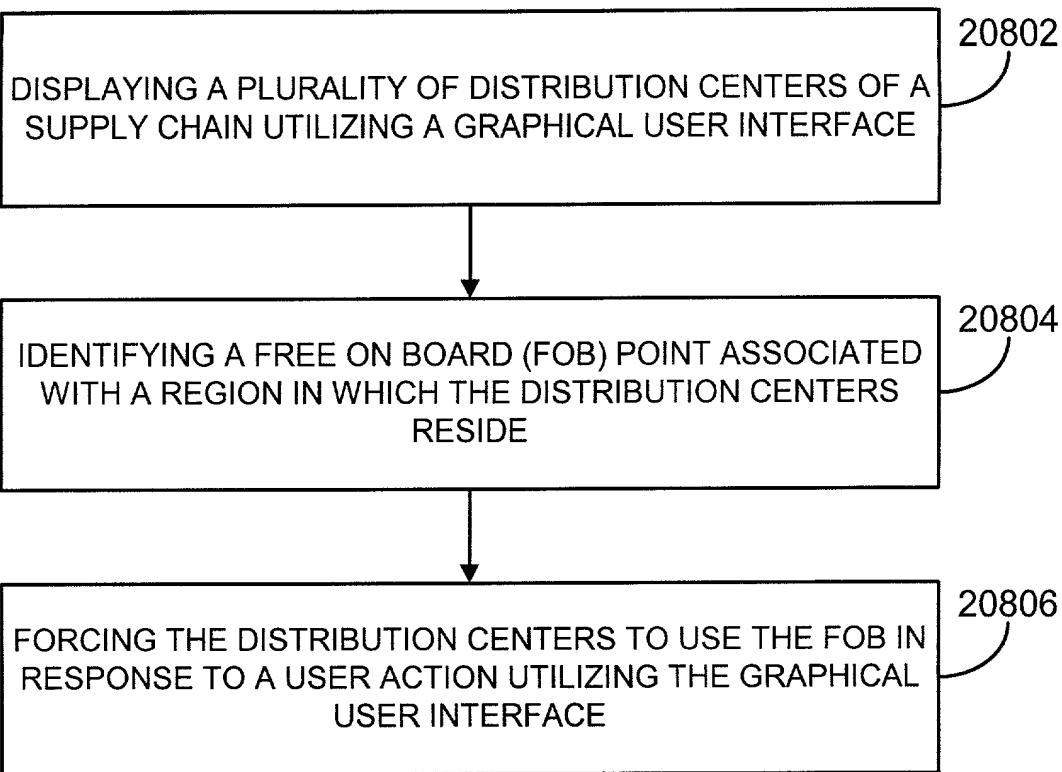


FIG. 208

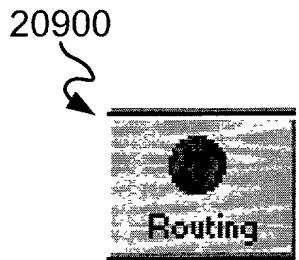


FIG. 209

21000

Report Selection

Report Type: Optimal Product Routing

Report Parameters:

- Supplier: (All)
- Supplier FOB: (All)
- Distribution Center: (All)
- Version: Base Version

Report Name:

- Freight Information Provided
- LTL Routing Grid By Lane
- Routing Results By Lane
- Routing Results By Lane, Item
- Routing Results w/ RDC Breakout By Lane
- Routing Results w/ RDC Breakout By Lane, Item
- TL Freight Variance Analysis

FIG. 210

21100

IDENTIFYING A PLURALITY OF LANES OF A SUPPLY CHAIN

21102

DETERMINING A LOWEST COST ROUTING SCHEME FOR
EACH OF THE LANES

21104

PERFORMING A SUPPLY CHAIN ANALYSIS USING THE
LOWEST COST ROUTING SCHEME

21106

FIG. 211

21200



FIG. 212

21300

21302

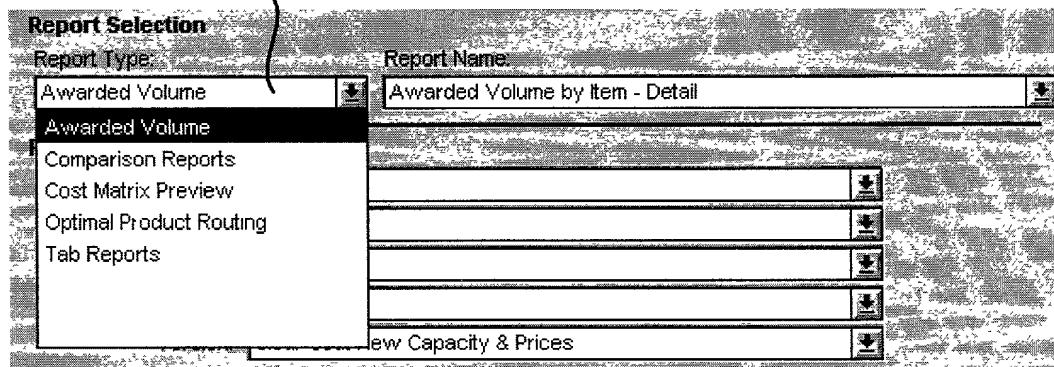


FIG. 213

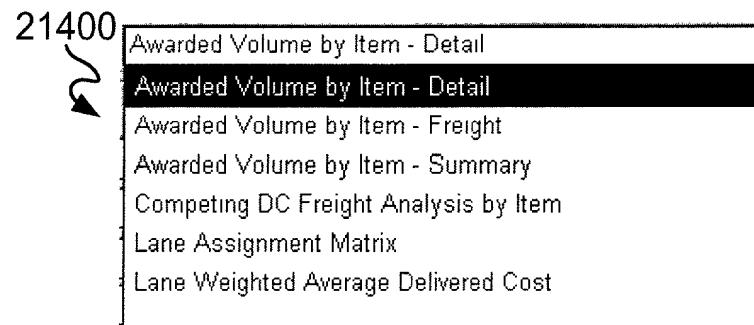


FIG. 214

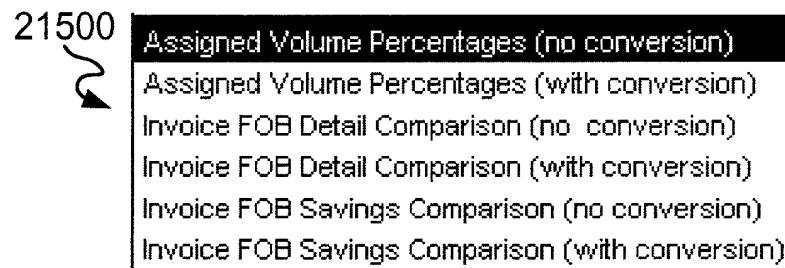


FIG. 215



FIG. 216

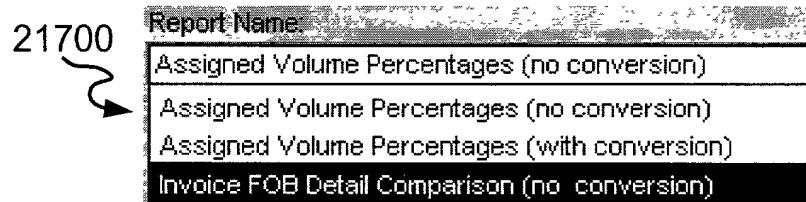


FIG. 217

21800

Item: HASH BROWNS(ROUND)

Comparison Versions:

- Base version
- With LTL riding with CCF, forced TL
- LTL moving with CCF, no Cavendish

Include Cost Matrices: Yes No

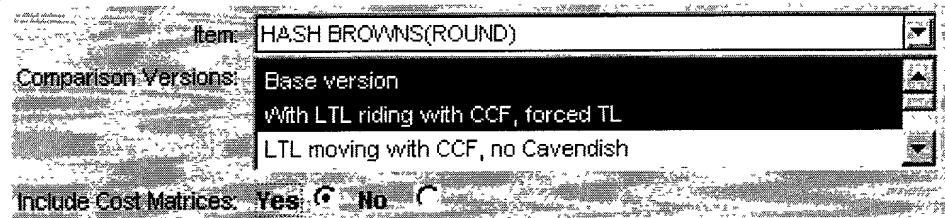


FIG. 218

21900



FIG. 219

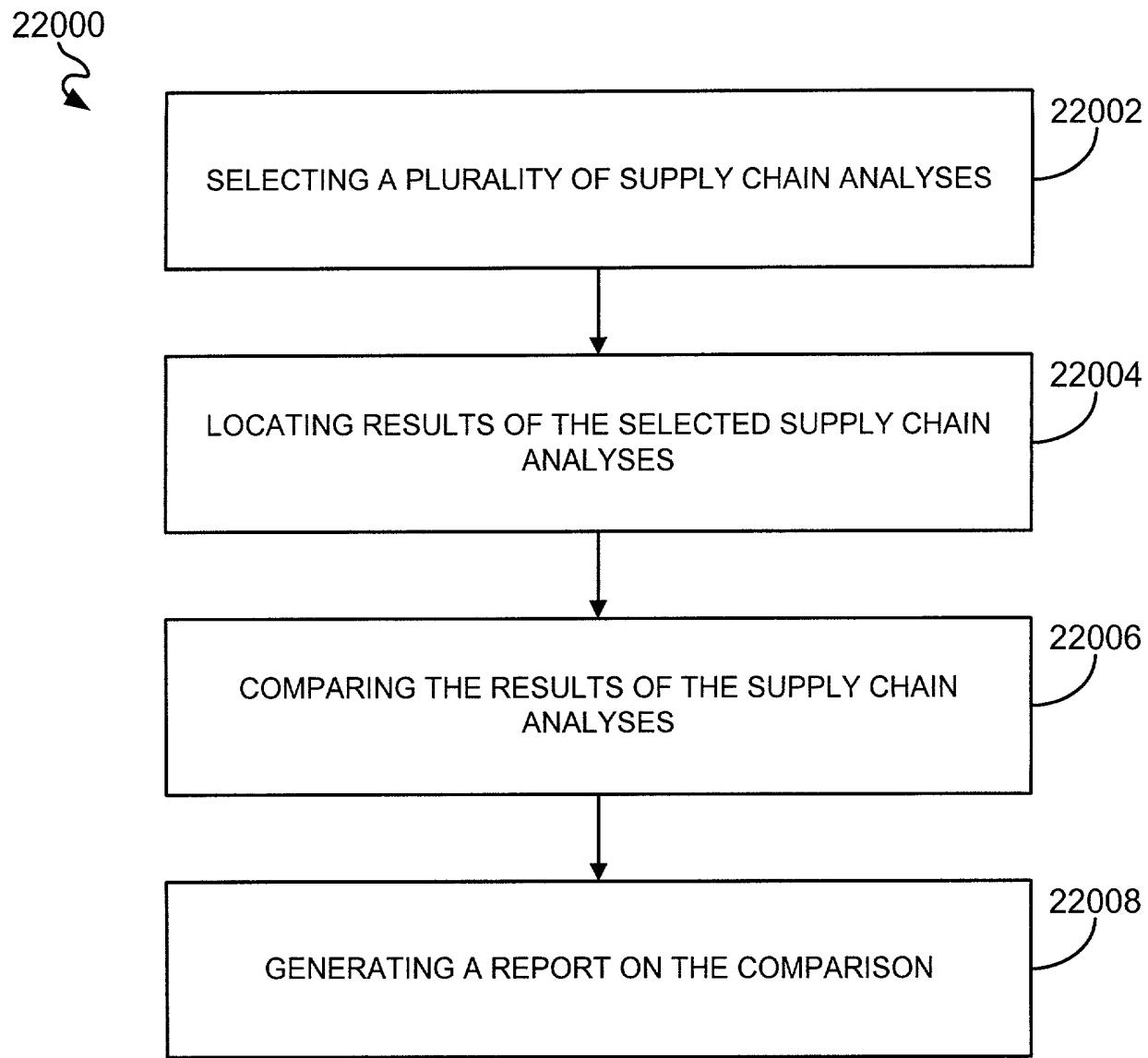


FIG. 220

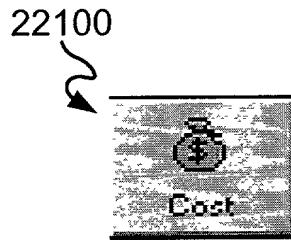


FIG. 221

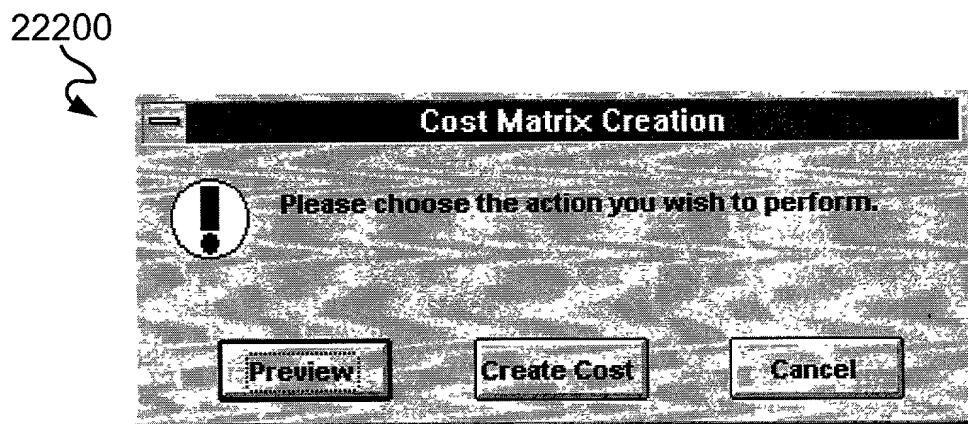


FIG. 222

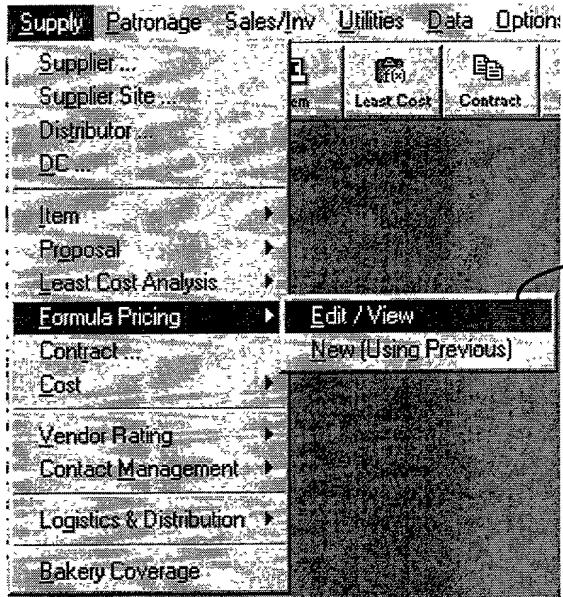


FIG. 223

22400

General Info		Pricing	Freight	Formulas	Block Cost	Adjustments
		Pricing ID: 12				
		Description: Beef Pricing 04/06/01				
		Item: BEEF - 77%				
Raw Material Pricing Date:		04/06/01	From:	03/23/01	To:	04/03/01
Cost Matrix Begin Date:		03/15/01	End Date:	03/28/01		
FOB Adjustment Amount:		0.0000				

FIG. 224

22500

Formula Pricing - BEEF - 772 - 04/06/98

General Info	Pricing		Freight		Formulas		Block Cost		Adjustments				
	Date	FRSH	FRSH	FRSH	FRSH	FRSH	FRSH	FRSH	FRSH	FRSH	FRZN	IMP AUS	Lean
	DOM 50%	DOM 65%	DOM 73%	DOM 75%	DOM 80%	DOM 85%	DOM 90%	DOM 90%	DOM 90%	DOM 90%	DOM 90%	90% LEAN	Fine Titr
	TRIM	TRIM	TRIM	TRIM	LEAN	LEAN	LEAN	LEAN	LEAN	LEAN	LEAN	LEAN	Lean
03/23/98	0.8800	0.9100	0.9052	0.9300	0.9318	0.9900	0.9900	0.9950	1.0000	0.9500	0.9500	0.9500	0.7980
03/24/98	0.8800	0.9100	0.9149	0.9400	0.9224	0.9800	1.0000	1.0500	1.1000	0.9400	0.9600	0.9600	0.8400
03/25/98	0.8800	0.9150	0.8852	0.9100	0.9224	0.9800	1.1000	1.1500	1.2000	0.9500	0.9300	0.9200	0.8400
03/26/98	0.8850	0.9155	0.8945	0.9190	0.9275	0.9855	1.2000	1.2500	1.3000	0.9600	0.9500	0.9500	1.0000
03/27/98	0.8900	0.9200	0.9344	0.9600	0.9275	0.9855	1.0000	1.0500	1.1000	0.9550	0.9800	0.9800	0.8400
03/30/98	0.8800	0.9300	0.9441	0.9700	0.9318	0.9900	0.9995	0.9998	1.0000	0.9870	0.9650	0.9650	0.7998
03/31/98	0.8860	0.9160	0.9539	0.9800	0.9412	1.0000	1.1000	1.1250	1.1500	0.9550	0.9870	0.9870	0.9000
04/01/98	0.8700	0.9200	0.9393	0.9650	0.9224	0.9800	1.2000	1.2300	1.2600	0.9630	0.9630	0.9630	0.9840
04/02/98	0.8500	0.9400	0.9490	0.9750	0.9318	0.9900	1.0000	1.0250	1.0500	0.9540	0.9870	0.9870	0.8200
04/03/98	0.8515	0.9700	0.9539	0.9800	0.9412	1.0000	1.1000	1.0750	1.0500	0.9580	0.9870	0.9870	0.8600
	0.8753	0.9247	0.9275	0.9528	0.9300	0.9881	1.0690	1.0950	1.1210	0.9572	0.9659	0.9659	0.8760

FIG. 225

22600

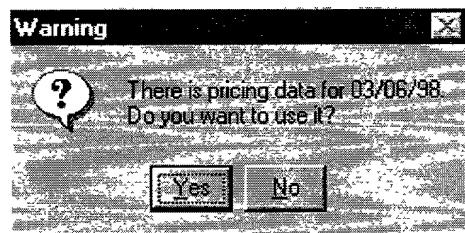


FIG. 226

22700

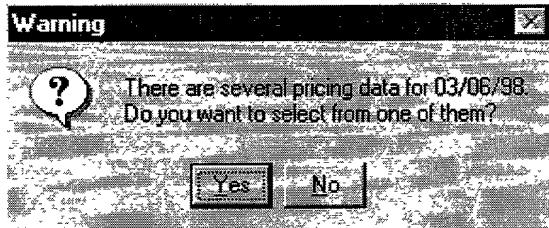


FIG. 227

22800

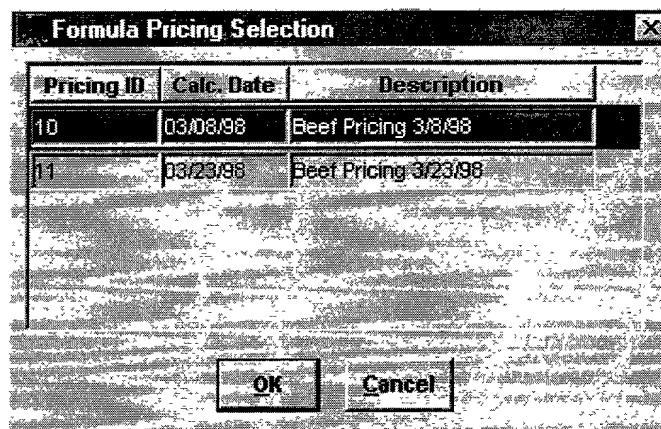


FIG. 228

22900

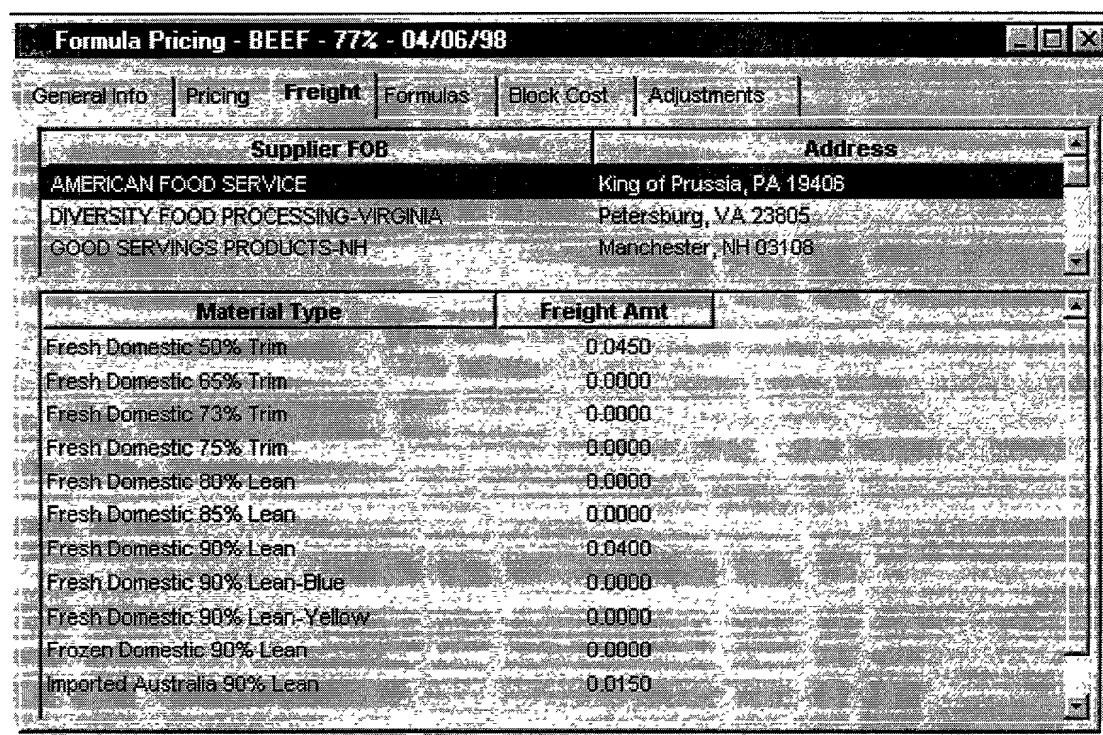


FIG. 229

23000

Formulas	FOB50TR		FIRESTR		FD73TC		FD80LC		FD85LN		FD90LC		IMAU90		LFTB		Total	
	Pct.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost
AFS-1	0.3120	0.2871																0.9849
DIV-1	0.1400	0.1295	0.2000	0.1949	0.1400	0.1368												0.9941
GS-1	0.3270	0.3042																0.9866
S&C-1	0.2414	0.2200							0.2179	0.2028	0.2179	0.2153	0.2179	0.2386				0.9721
SER-1	0.2250	0.2026																0.9684
TEX-1	0.3090	0.2768																0.9916
WHI-1	0.3250	0.2958																0.9765
WIS-1	0.3325	0.2977																1.0018

FIG. 230

23100

Formula	Raw Material Cost	Yield	Block Cost	Margin	FOB Price	Include?
AFS-1	0.9840	0.99	\$0.9990	0.1232	\$1.1222	✓
DIV-1	0.9941	0.98	\$1.0123	0.1669	\$1.1792	✓
GS-1	0.9866	0.98	\$1.0037	0.1287	\$1.1324	✓
S&C-1	0.9721	1.00	\$0.9721	0.1457	\$1.1173	✓
SER-1	0.9684	0.99	\$0.9831	0.1325	\$1.1156	✓
TEX-1	0.9916	0.99	\$1.0067	0.1232	\$1.1299	✓
WHI-1	0.9765	0.98	\$0.9939	0.1275	\$1.1214	✓
WIS-1	1.0018	0.98	\$1.0202	0.1334	\$1.1536	✓

FIG. 231

23200

Formula Pricing - BEEF - 77% - 04/06/98						
General Info	Pricing	Freight	Formulas	Block Cost	Adjustments	
Formula	Raw Cost	Yield	FOB Price	Margin	Adjustments	Adj. FOB Price
AFS-1	0.9840	0.9850	0.9990	0.1232	0.0000	1.1222
DIV-1	0.9941	0.9820	1.0123	0.1659	0.1500	1.3292
GS-1	0.9866	0.9830	1.0037	0.1287	0.0000	1.1324
S&C-1	0.9721	1.0000	0.9721	0.1457	0.0000	1.1478
SER-1	0.9684	0.9850	0.9831	0.1325	0.0000	1.1156
TEX-1	0.9916	0.9850	1.0067	0.1232	0.0000	1.1299

Amount: 0.1500 Adjustment Desc: Upcharge

FIG. 232

23400



23300



23302

FIG. 233

FIG. 234

23400



RM Letter

23500

Formula ID	Facility	Description	Short Name
5	AMERICAN FOOD SERVICE	American Food Service Formula A	AFS-1
7	DIVERSITY FOOD PROCESSING - VIRGINIA	DIV Formula - 1b	DIV-1
8	GOOD SERVINGS PRODUCTS - NH	Good Servings Formula 1	GS-1

Number of Rows: 14

Material Type	Begin Date	Percentage
Fresh Domestic 50% Trim	10/03/1997	31.2000%
Fresh Domestic 73% Trim	10/01/1996	20.0000%
Fresh Domestic 85% Lean	10/01/1997	5.0000%
Fresh Domestic 90% Lean	10/01/1997	18.8000%
		100.0000%

Number of Rows: 6

FIG. 235

23600

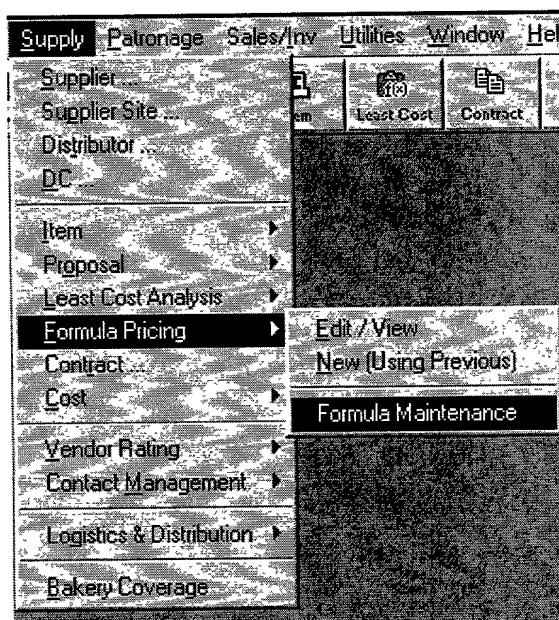


FIG. 236